

Bishop

JAN 8 1925
MID-WINTER INDEX

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

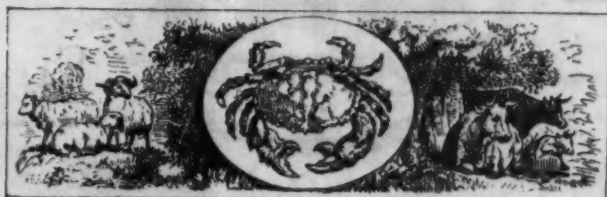
VOL. CVII.

NEW YORK, JANUARY 3, 1925

No. 1

1925 Four Important Spring Days 1925

MARCH
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MARCH
3d Mo.

March 4

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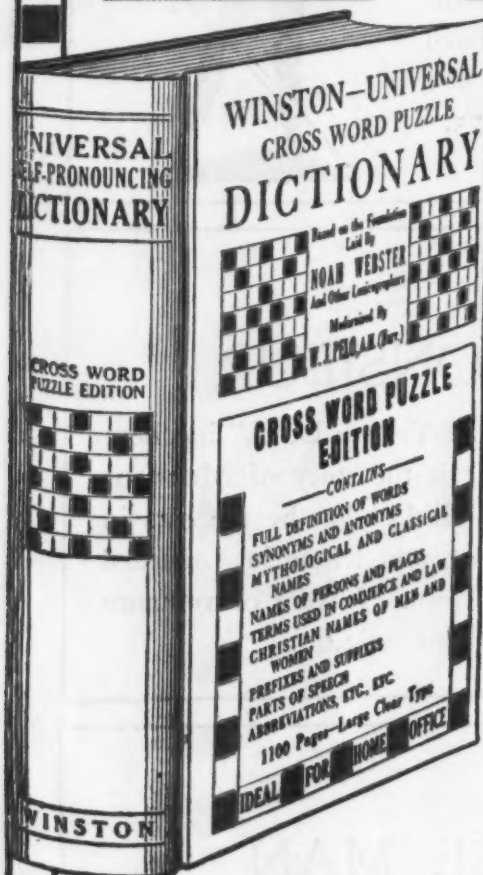
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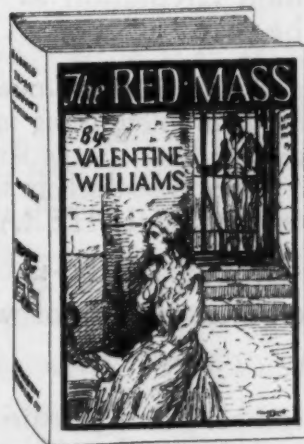
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The PUBLISHERS' WEEKLY

THE AMERICAN BOOK-TRADE JOURNAL

NEW YORK, JANUARY 3, 1925

The Price of Books in England

By Stanley Unwin

Head of George Allen & Unwin, London

ANYONE having the temerity to suggest that books are cheap would probably be met with a flat denial, or at best an incredulous smile. Yet a moment's careful study of the question would show that in proportion to the increase in the cost of the labor and materials involved there can be few commodities of which the price to the public shows such a slight rise.

As might be expected, it is the cheapest books that have suffered most, and the buyer who pays 2s. instead of 1s. for a volume of the *Everyman Library* is apt to overlook the fact that a pre-war 10s. 6d. book is still 10s. 6d., or at most 12s. 6d., and that the increase in the more expensive books seldom, if ever, exceeds 20 per cent. But even this increase is partly illusory as far as most publishers are concerned, for owing to the increased discounts demanded by the booksellers the net amount received today by the publisher often does not greatly exceed the net amount received in 1914.

The price of books is a matter of such importance to the book-reading public that it is desirable that it should be more widely known not only what are the chief factors controlling prices, but the proportions in which they affect them.

Speaking broadly of the ordinary run of new books, of which a first edition of from 1,000 to 2,500 copies is printed—this excludes reprints, the big sellers, and educational books—the published price can be divided into three more or less equal parts, viz.:

1. The actual cost of manufacturing, *i. e.*, paper, printing, and binding.
2. The cost of distribution, *i. e.*, booksellers' discounts and travelers' commissions.
3. The balance, which has to cover:
 - (a) advertising;
 - (b) the author's remuneration;
 - (c) the publisher's working expenses;
 - (d) the publisher's profit.

No two cases are alike, and the proportions will vary in special circumstances, *e. g.*, where there is no author to pay as in reprints of the classics; where there is a popular author commanding large royalties; or where there is less discount given to the trade, as with most educational books; but for general purposes the division will be found accurate enough. I propose to examine each separately.

1.—Manufacture

Paper of the kind used in book production costs about one and two-thirds what it did in 1914, *e. g.*, a good quality antique wove which could then be bought at about 2½d. lb. would cost today not far short of 4¼d., a not unreasonable increase and one comparing favourably with the fancy price of 1s. 7d. lb. which profiteers obtained in 1918.

Printing costs nearly three times what it did before the war. In fact, the complete production of a book in 1914 often

amounted to less than the mere setting of the type does today! The difference is largely accounted for by wage increases, but it is partly due to the printers' introduction of a costing system which showed them they were making insufficient allowance for "overhead" and certain other items in their estimates.

Binding. It is difficult to give a fair comparison, for the increase in binding small numbers, from, say, 50-250, is vastly greater than it is in quantities of 1,000 and upwards. Roughly speaking, for small quantities the cost is more than double, and for larger numbers is about double the pre-war figure. That it is not more is probably due to improved machinery and the new plan of making a separate charge for warehousing stock, because the cost of the two principal items in binding, viz., "Labor" and "Cloth," is about $2\frac{1}{2}$ times what it was.

Averaging the three, the production costs of new books are more than double but less than treble what they were in 1914. The increase is highest when typesetting is the biggest factor, and lowest when the number to be printed is large. In brief, it takes more than 2s. to do what 1s. did.

2.—Distribution

When "net" books were first introduced booksellers were very glad to secure $16\frac{2}{3}$ per cent, with, perhaps, an extra 5 per cent on settlement of their account. Today they are claiming a clear $33\frac{1}{3}$ per cent for a copy of a book under all circumstances, even on an order which they have done nothing to obtain and have never stocked.

This is not the place to enter into the merits or demerits of their contention, and I mention it merely because it is a factor and a decisive factor in fixing the price.

If in the future the *minimum* discount is to be $33\frac{1}{3}$ per cent, the average receipts of the publisher will be considerably reduced, because the wholesaler and exporter will want additional consideration beyond the $33\frac{1}{3}$ per cent, and the travelers' commission has also to be deducted. At present most publishers give less discount on orders merely passed on by booksellers, and this keeps up the average net receipts; but if discounts are further increased published prices will also inevitably have to be

increased. It is to this vital point that so many turn a blind eye. In brief, is the publisher to base his estimates on the assumption that his average receipts are going to be two-thirds or only about half the published price? It makes just all the difference.

3.—Advertising: The Author and Publisher

(a) Few authors think their books have been sufficiently advertised, and yet it is a common thing for £50 to be spent on a book whose sales do not reach one thousand. That means an expenditure of over 1s. per copy. Advertising rates have increased very considerably, and comparatively little can be accomplished with £50, unless the daily papers are excluded. The price of one inch single column in the *Daily Mail*, for instance, is now £8 for any special position, and it takes at least six inches, i. e., £48, to make any display. The present cost of advertising is certainly a factor which affects book prices.

(b) The author's remuneration nowadays is usually in the form of a royalty calculated on the published price. The royalty system has many advantages, but the plan of basing the royalty on the published price, tho equitable enough theoretically, has the effect of necessitating a greater increase in the published price in certain circumstances than would otherwise be the case, e. g., if an extra 4d. is spent on production it is necessary to add 1s. (not 6d.) to the published price, in order to cover not merely the additional expenditure and the booksellers' discount, but also the author's royalty upon this increased outlay. I am not contending that this should not be so (there is much to be said on both sides), but state it as a factor affecting book prices. It was certainly responsible for some very unreasonable increases during the war period. Because paper is eight times its normal price, ought the author to insist on eight times the normal royalty? On the other hand, if £1 is only worth 10s., and everyone else is demanding increased remuneration, why not the author?

There is no need for me to refer to the "ruinous policy" of paying too high royalties, because it has been dealt with so trenchantly in "A Publisher's Confessions" by the late Walter Page, one of the many distinguished publishers America has sent

to Europe as ambassadors. (Why is America the only country to use publishers in this capacity?) It is obvious that the royalty, whatever it is, is payable out of the difference between the cost of production and the net proceeds received by the publisher. Short of skimping the production, a policy pursued by some, or restricting the booksellers' discount, a policy pursued by others, there is no way of increasing the margin except by increasing the price.

(c) The publisher's working expenses are extraordinarily high. It is not that publishers' businesses are extravagantly run; most of them, I believe, are fairly economically run, but because at best the turnover is small compared with any staple commodity such as tea, and the detailed work involved is out of all proportion.

I do not know of any book publishing businesses whose working expenses are under 18 per cent, most are nearer 25 per cent, but I do not ask any reader to accept my statement. Let him refer to the case of *John Murray v. The Times*, where the actual overhead costs were very closely investigated.

(d) The publisher's profit (if any) need not detain us, for it does not play as important a part in the fixing of prices as might be expected. This is not because the publisher is a philanthropist, but because his margin on subsequent editions is usually considerably larger, so that if reprints are called for as the result of his moderation, he will reap a greater reward than he could by any artificial enhancement of the published price of the first edition. Apart from this fact, pressure is always being brought to bear upon the publisher from more directions than one to keep prices down, and, speaking generally, it is in his own interests (there are plenty of exceptions) to do so.

This completes the list of factors that influence the price of books other than the paramount one of the number to be printed.

It will, I think, be clear to anyone who has read this statement carefully:

(1) that if a publication is to be economically self-supporting the published price must usually be fixed at *not less than* three times the cost of production (*i. e.*, the cost of the paper, printing and binding);

(2) that if allowance had to be made for any increase in the item "distribution," the published price might well have to be as much as, if not more than, four times the manufacturing cost.

Despite the foregoing—despite the undoubted fact that production expenses are double and the costs of distribution and advertising have increased—there has so far been no proportionate addition to published prices. Books are thus relatively cheaper than before the war. To explain how this has proved possible would take more space than is at the moment at my disposal. The three chief factors are:—

1. That more books are being sold (it has been possible to print slightly larger editions).
2. That publishers are working on a smaller margin (often insufficient to cover the inevitable proportion of losses.)
3. That, contrary to the usual impression, fewer books have been published.

This brings me to the question of over-production, which I hope to deal with in a subsequent article.

The Tom Thumb Press

WITH a Cleveland imprint comes the first book product of the Tom Thumb Press, of which the proprietors are Flory & Korner, a delightful example of what boys can do when interested in typography and printing. Harrison Korner, one of the two members of the enterprise, is the son of Harry V. Korner, the Cleveland bookseller and comes naturally by his interest in typography.

After years of experiment, they now have a full size job press and a large assortment of type, the latter paid for by the profits of card and announcement printing. The book that was published in November is "The Vision" by Jean Louise Fesler with illustrations by Julia Flory and illuminated initials. This little Christmas story has been printed in a limited edition of 493 copies. The boys are still of junior high school age, but the layout and press-work are extremely creditable work.

Trade Books—Well Made

By L. B. Siegfried

Department of Linotype Typography, Mergenthaler Linotype Company

II

"Dressing" the Book Page

THE title of this article refers particularly to the handling of the running head, or running title, which custom places at the top of the book page. Some general suggestions in this connection were made in the previous article.* While the treatment of this single line of type and the accompanying folio or page number is in itself a very trivial matter, it is one of the means by which the ordinary "trade edition" class of book can be given more character typographically and made more attractive and inviting to the eye at little if any increase in the cost of composition.

In order to keep our illustrations within reasonable bounds and at the same time demonstrate a method of working that is generally applicable, we have not tried to cover the subject for different faces of type but have taken a single fairly typical book page and shown it with half a dozen running head treatments. These in turn, it is hoped, will suggest others. The styles shown can be adapted to almost any book and—with due allowance for the individualities of each—to almost any type face, and are simple enough so that they can be handled in the composing room without unduly complicating the production process. It should be remembered, in connection with the illustration, that we are working on a somewhat reduced scale, due to space limitations and the desirability of showing as many treatments as possible. The general scheme, however, holds true for larger pages.

For the body of the page we have used a typical book face, Old Style No. 1, such as is available at practically any book printing plant or trade composition house. A type of more character, such as Caslon Old

Face, Original Old Style, Scotch, or Bodoni Book,† would obviously be preferable from a typographic point of view, but unfortunately these faces are less generally distributed. Where they are available, the publisher should by all means specify them for his work, for they cost no more to set and the results—always provided they are given proper handling—are very much superior. The Old Style No. 1 was described in the previous article as an "easy going, journeyman sort of face," readable, but rather gray in color and lacking particular individuality. With a little attention as to treatment, however, it makes a very presentable book page.

Copy for the running head consists, in ordinary practice, either of the title of the book alone or of the book title and the chapter title on left and right hand pages respectively. Chapter titles can usually be cut down to fit a given scheme of handling, but the book title cannot. This, of course, raises the issue of long and short lines—an issue which we have met in our illustration by using a hypothetical title of five words, which is about average length for a book. Where there are no chapter titles, the words "Chapter One," "Chapter Two," etc., spelled out, are sometimes used to maintain an alternating title scheme. Occasionally the book title is omitted altogether and a double page treatment employed, with "Chapter One," etc., on the left hand page and the chapter title on the right, the running heads being placed at the inner corners of the pages so that they "carry across." This is not ordinarily to be recommended unless there is some special reason for it.

The simplest and easiest method of

* "Some Considerations on Book Faces," *Publishers' Weekly*, December 20, 1924.

† Specimens of these faces were shown in the previous article.

setting the running head is to use the capitals of the body font, as shown at *A*.[‡] This style is employed for about four books out of five and is ordinarily both "safe" and adequate. Two alternatives are available without going outside the font: the italic caps and the small caps. Whether either of these is preferable in any particular instance will depend on the type face used and on the copy. The italic caps give a "change of direction" that is oftentimes pleasing, while the small caps permit a larger word count. The italic caps will be better if set a point smaller.

(These and other alternatives, by the way, can be very easily tried out in advance of composition by a little cutting and pasting from specimen sheets.)

With a face such as Caslon or Scotch, this treatment is quite satisfactory. The capitals dominate the page and the effect is simple, dignified, and consistent. Here, on account of the lightness of the capitals, it is a little weak. One can either set the running head a size larger—which in this case is not desirable—or go outside the face and use the nearest related type. For the latter purpose Caslon naturally suggests itself as harmonizing well with practically any book old style, and for specimens *B*, *C*, *D*, and *E*, the Caslon Old Face series (which is the original Caslon as recut for machine composition) has been used. With a modern type under the same circumstances, one would turn in the same way to Scotch or Bodoni.

The folio here would presumably be centered at the bottom of the page, since a number of more than one figure, if placed at the outer corner, would tend to crowd the running head. The figures could be used alone or set with brackets and letterspaced, so:

[29]

This latter arrangement, which makes use of the brackets regularly furnished with the font, is always available as an alternative to the plain figure treatment, and can be used with any face of type. With brackets the figures may be a point or two smaller than the body matter.

[‡] See next page for illustration.

While on the subject of folios, the point may again be brought out that old style figures, that is, ascending and descending figures:

1234567890

should be used with old style faces in preference to the modernized figures:

1234567890

which are all of the same height. The modernized figures are a latter-day invention, designed chiefly for tabular purposes, and lack the character of the original form. With modern types there is, of course, no such alternative, the figures being of even height.

"Fancy" ways of treating the folio, such as spelling out the page number and setting it in small italic, are occasionally employed, but these belong more in the gift book class. For prefaces and other introductory matter, it is customary to set the folios in either lower case or small cap roman numerals.

Scheme *B* shows a small cap treatment done in the Caslon, and since the Caslon Old Face is small for its point size, the running head is set in 12 point. The same treatment could, of course, be carried out in the Old Style No. 1 in either the 11 or 12 point, but the Caslon letters are a little heavier and have more character. To strengthen the head, a light single rule has been added above and below, the rules being cast on the machine. This casting, in practice, is done in quantity beforehand and the heads assembled as the pages are made up.

Here again the folio would naturally be centered at the bottom, since at the outer corner the figures would be a little heavy for the small caps. It would preferably be in the Caslon and could be set either with or without brackets.

This treatment, while still somewhat gray, has more strength than *A* and is rather more interesting, adding a semi-decorative touch. It is more flexible also, and thus useful in accommodating chapter titles of varying lengths. The rules hold good color with the body matter and are not obtrusive. Because of the square top which

THE EARLY DAYS OF PRINTING

it is the fashion nowadays to enlarge upon the merits of Aldus Manutius as a scholar somewhat at the expense of his reputation as a printer. Yet surely entitled to a place among the great ones is he who printed the Hyperotomachia Poliphili, that most beautiful of all old

[A]

The Early Days of Printing

it is the fashion nowadays to enlarge upon the merits of Aldus Manutius as a scholar somewhat at the expense of his reputation as a printer. Yet surely entitled to a place among the great ones is he who printed the Hyperotomachia Poliphili, that most beautiful of all old

[C] illustrated books, and who cut the first font of italic type.

THE EARLY DAYS OF PRINTING

it is the fashion nowadays to enlarge upon the merits of Aldus Manutius as a scholar somewhat at the expense of his reputation as a printer. Yet surely entitled to a place among the great ones is he who printed the Hyperotomachia Poliphili, that most beautiful of all old illustrated books, a

Indeed, it is owing to him that we deserve the gratitude of posterity; he not only introduced a new type face, but by his printing made the making gave a new

It was in the year 1469 that Aldus founded his Academy for the study of the Greek and the pursuit of

[D] His editions of the

THE EARLY DAYS OF PRINTING

it is the fashion nowadays to enlarge upon the merits of Aldus Manutius as a scholar somewhat at the expense of his reputation as a printer. Yet surely entitled to a place among the great ones is he who printed the Hyperotomachia Poliphili, that most beautiful of all old illustrated books, and who cut the first font

[F]

 THE EARLY DAYS OF PRINTING

it is the fashion nowadays to enlarge upon the merits of Aldus Manutius as a scholar somewhat at the expense of his reputation as a printer. Yet surely entitled to a place among the great ones is he who printed the Hyp- [B]

Aldus Pius Manutius

Indeed, it is owing to this last-named exploit that Aldus deserves the gratitude of the modern printer, for by it he not only introduced to the world a new and beautiful type face, but by incidentally decreasing the cost of book-making gave a needed impetus to the art of printing in general. The Aldine editions of the classics were, in a [C]

The Early Days of Printing 29

it is the fashion nowadays to enlarge upon the merits of Aldus Manutius as a scholar somewhat at the expense of his reputation as a printer. Yet surely entitled to a place among the great ones is he who printed the Hyperotomachia Poliphili, that most beautiful of all old illustrated books, and who cut the first font of italic type. [E]

SPECIFICATIONS

Body matter set throughout in 11 Point Old Style No. 1, 2 point leaded, with running heads as follows:

- | | |
|---|--|
| A—11 Point Old Style No. 1 Caps. | D—11 Point Caslon Old Face Caps, letterspaced, with single rule. |
| B—12 Point Caslon Old Face Small Caps, with rule above and below. | E—14 Point Caslon Old Face Upper and Lower Case. |
| C—18 Point Caslon Old Face Italic with Swash Caps. | F—10 Point Bodoni Italic Caps. |

it gives to the page, this style calls for somewhat more care in imposition, as the marginal scheme is clearly defined and any departure from it becomes immediately noticeable.

With a larger page or a page set in a heavier face—Scotch, for example—this treatment can be expanded by using an Oxford (or “thick and thin”) rule at the top in place of the single rule, the Oxford rule being of a weight to match the thick and thin elements of the type. This is best adapted to a modern face. A small type ornament is sometimes inserted between the rules at each end of the line to add decorative quality, but this is a little elaborate for books of the trade edition class.

With scheme *C* we go over more frankly into decorative territory, tho the style is simple to handle and has many possibilities from a purely utilitarian point of view. Here the running head, consisting of book and chapter titles, is treated as a unit and made to carry across the pair of facing pages. To give it the weight to do this, it is set large, in 18 point.

The Caslon italic in itself has marked decorative quality, which is enhanced by the use of the Swash capitals, a characteristic feature of the Caslon face. These Swash capitals, it should be said, are not adapted to any and every job and should always be used with discretion and an eye to their appropriateness—not allowed to call attention to themselves at the expense of the text. They are best in their original form. Where the running head is set entirely in italic caps, it is safest either to omit them altogether or to use them only at the beginning of important words, as the curlicues in the middle of a word are likely to confuse the eye and detract from legibility.

There are two ways in which the folio could be handled in this specimen. It could be placed at the outer corners at the top in roman figures the same size as the running head, or it could be set at the bottom on the inner corners in italic figures a size or two smaller. The latter gives the pages a definite “motion” toward the center, emphasizing their unity, and is a variation from the usual that is often very pleasing. The former maintains a more balanced effect while still keeping the weight at the center.

All sorts of variations of this treatment are used, oftentimes, it would seem, merely for variety's sake without regard to typographic considerations. One that the writer noticed recently had the running heads set in letter-spaced small caps and pulled out to the outer corners, with the folios at the outer corners below. In another the running heads were similarly handled but in caps, with the folios on the bottom at the inner corners. Both these are objectionable typographically: the first because it draws the eye in two opposite directions, with the effect of pulling the two pages apart; the second because it sets up a sort of V-shaped double diagonal that is the exact reverse of the natural double diagonal formed by the placing of the type pages on the paper. Facing pages should, of course, be conceived of as a unit, with the type hanging pendent from the top, and this essential unity should not be violated. Unless one is certain of his effects, it is safer to stick to conventional methods of handling.

In specimen *D* the running head has been letter-spaced to the full width of the type page, a rule being added to hold it together. This style is obviously more limited than the others, as it cannot be used with short titles and does not accommodate itself to titles of varying length. Like *B*, it gives a square top to the page, and the same remarks apply as to imposition. It should not be used except with leaded pages.

A heading of this sort takes longer to set in the first place if the letter-spacing is properly done—and it should not be done mathematically. As has been so often pointed out, the apparent space between letters like *A* and *Y* is much greater than between straight letters like *M* and *N*; hence the straight letters require more space between them if the spacing is to look even. As always, the eye is the final judge. Once set, however, it can be produced in quantity by simply recasting, and since the same title will ordinarily be used thruout, it is not an uneconomical style to handle. It should not be attempted except where the copy permits, but it is a good style to hold in reserve for occasional semi-decorative purposes.

It should be added that ordinary letter-spacing—i. e., letter-spacing done with thin

spaces without extending the line to the width of the type page—is generally applicable to heads set in capitals or small capitals unless the letters are too light to stand it. It should not be done with the heading in *A*, for instance, as this is already gray, but if 11 point Caslon caps were substituted for the Old Style No. 1, they could very well be thin spaced to keep them consistent in color with the type page. With Scotch, where the capitals are relatively heavy with respect to the lower case, a running head can often be set in capitals a point or two smaller than the body matter and thin spaced with very good effect.

The use of an upper and lower case line to dress the page is shown at *E*. Rightly done, this gives an effect of simplicity and harmony that is very attractive. The running head should be enough larger and heavier than the body matter to give about the amount of contrast shown, tho if it is desired to emphasize the heads, they can be made still larger. Faces like Original Old Style and Caslon Old Face can be dressed with their own larger sizes. The italic gives a less severe effect. It is often suitable for juveniles.

The folio here is set in the conventional position at the outer corner in the old style figures of the Caslon.

With *F* we go outside the old style faces entirely, using a sharply contrasting modern type, the Bodoni. This combination of modern and old style always offends the typographical purist, but it is peculiarly adapted to many forms of modern fiction and to text books and the like where the heads bear the greater than ordinary importance with reference to the text. The sharpness of contrast, too, is often an effective means of relieving a style of page that otherwise tends to become monotonous. The roman capitals and small capitals and the italic upper and lower case are available as alternatives.

The chief objection to this head, as to bold face heads in general, is that it "sticks out" unduly and so appears not to be an integral part of the page; but while not a device to be used for every book, it may legitimately be considered in planning a book that is a little out of the ordinary. The folio here could be in roman figures at the outer corner or in either roman or italic figures at the bottom.

The Charles Boardman Hawes Prize Awarded

CLIFFORD MACCLELLAN SUBLETTE, of Harlingen, Texas, has been awarded the \$2,000 Charles Boardman Hawes Prize, it was announced by the Atlantic Monthly Press on January 2d.

According to the rules of the competition the prize winning story was to be of adventure and of the same general character and excellence as "The Mutineers," "The Great Quest," etc. The prize was open to any writer regardless of nationality, age or sex, but only manuscripts in English of unpublished work, submitted between September 1, 1923, and October 1, 1924, were eligible. Manuscripts from many parts of the world were received.

"The Scarlet Cockerel" is the title of Mr. Sublette's book and it is to be published March 1st by the Atlantic Monthly Press. Two other adventure stories submitted for the prize were so near the winner in excellence that they will be published simultaneously with "The Scarlet Cockerel." They are "Old Brig's Cargo" by Dr. Harry A. Pulsford, of South Orange, N. J., and "Hostages To Honor" by Alfred H. Bill of St. Paul, Minnesota.

Mr. Sublette is thirty-seven years old and spends his winters writing, and at other seasons surveys crops, grows fruit and the like for commission firms handling vegetables and fruits. He has traveled all thru the west in doing this work and has had ample opportunities for gathering material for his writing. Altho in the past four years several adventure short stories from his pen have had magazine publication, "The Scarlet Cockerel" is his first published book.

He is of French ancestry and it is thought that this has doubtless influenced his story, which is a tale of the French and Spanish difficulties in the Carolinas and Florida in the 1560's.

It is a curious and sad coincidence that the Hawes prize, founded in memory of an author who died suddenly, should be won by a man whose novel was written for a nine year old daughter, who died before the tale was finished. The book is to be dedicated to this little daughter Mary Catherine.

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

Founded by F. Leyboldt

EDITORS

R. R. BOWKER

F. G. MELCHER

January 3, 1925

I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto. —BACON.

Another Discussion of Publishing

THE book-trade has been very fortunate in the past few years in the number of discussions which have been in the press which have helped to give the public a better understanding of the problems of the industry. To the many good articles in this field there has now been added, in the January issue of the *Atlantic*, a discussion of "Fewer and Better Books" signed by "A New York Publisher-Bookseller."

Nothing in the article, except possibly the reference to the fact that a limit should be placed on the size of royalties, would seem to make anonymity a necessity, but this question of authorship will increase the interest in the trade, as every reader will build up his own inferences as to the authorship. It was about twenty years ago that Walter Hines Page issued "A Publisher's Confession" anonymously, a discussion that did a great deal to bring about a better understanding of the book business.

While the discussion on "Fewer and Better Books" is directed both to booksellers and publishers and lays emphasis on their absolute dependence upon each other, the tenor of the argument would indicate that the writer had been connected with the publishing end of the business. If we may accept the fact that the writer is a New Yorker, this will bring the area of authorship into the offices of such firms as Dutton, Scribner, Putnam, Harcourt, Brentano, Revell and Doubleday. From this list Dutton may be eliminated, as the

several references to the Publishers' Association are given as "The American Publishers' Association," the old organization of eight years ago, and this use of the old name would probably not have been made by the president of the N. A. B. P. Neither would anyone from Dutton's have been likely to misspell Mr. Macrae's name. Probably the Brentano office may be omitted, as its emphasis would have been more likely to be weighted toward the retail point of view. In the text there is a reference to "the absurd craze for etiquette books and outlines of everything and nothing." This would be an unexpected comment from either the Doubleday or the Putnam offices. There are some other clues that the trade may be interested to study, but most of all it will be interested in the article for its thoro discussion of the whole problem of book totals, and the *Atlantic* will reach a public generally interested in this field.

Are There Too Many Books?

THE writer of the *Atlantic* article on "Fewer and Better Books" reaches as a conclusion that the present production in America, about 9,000 titles, could be reduced to 6,500 to 7,000 without loss to the reading public. To bring about a healthier condition, he suggests a publishers' creed:

First, never to take a competitor's author.

Second, not to publish a book of a competitor's author without finding out whether it was rejected because it was below standard.

Third, not to publish more than one book a year of any author, because a book of worth demands at least that time for development.

Fourth, to discriminate against authors who have previously had magazine syndication, especially in fiction, because there is a growing divergence in the requirements of good magazine and book work.

Fifth, not to nag or bulldoze a bookseller thru the publisher's salesman into overordering, as an overstocked customer is a liability, spiritually and financially.

Sixth, never to pay an author over 20% royalty, and seldom that. To do so leaves insufficient margin to market the books.

Seventh, to be sincere to one's own editorial judgment and not to print a book unless it is believed to be a real contribution to American publishing.

Such a program, the writer believes, would have to be subscribed to by every member of the Publishers' Association to be effective; otherwise a few followers of such a program would go bankrupt.

It seems that the author of the article is conscious of very bitter competition among publishers, having laid so much stress on the competitive situation. The plan of publishing but one book a year by an author is one that is usually enforced by the author's own productive capacity, tho it might prove a hard restriction on such productive writers as Honoré de Balzac or E. Phillips Oppenheim.

The distinction made between the requirements of magazines and book work in the fiction field is significant and pointed, and booksellers have been increasingly discovering that the kind of fiction which continues to sell from their counters is fiction that was not written with the magazine in mind. Magazine payments are now so big that the author may well feel satisfied to get his income from that source and not expect so much from the book field.

Booksellers will hope that publishers may find a way among themselves to refrain from inducing booksellers to over-order, and, as the writer of this article is a bookseller as well as a publisher, he probably has facts to support his argument that this is a continuing problem. It would be interesting to know just how a publisher, conscious that there is overordering, controls his own retail department, which is subject to this pressure.

A Code for the Bookseller

TO the bookseller, this *Atlantic* article offers a five pointed creed which the writer believes will help to support the program of the publisher:

First, refrain from ordering in advance every new thing offered by publishers' salesmen.

Second, be not greedy of extra discount to the extent of overbuying.

Third, spend at least 3% of total sales income on advertising. Do not thrust the

entire advertising burden on the publisher.

Fourth, attempt to make the bookstore a true community center and try, by lectures, mail-order propaganda, circularization and every other method, to introduce the bookstore to every inhabitant of the community, and also, as bookseller, attempt to study the best business practice in other fields.

Fifth, in both buying and selling exercise more discrimination. Refuse mediocre books. Train clerks to know what they are selling.

As to the future of the bookselling business, "I agree with the pessimists, that many things, especially the overproduction of magazines and newspapers filled with trivial and cheap contents threaten to injure the book business. Human beings have only a certain maximum of leisure, and, if they spend an evening reading a sex magazine and listening to the radio, there is no time left for a good book. But there is a brighter aspect to the matter. Ultimately all of these so-called obstacles will rebound to our advancing, for surely automobiles and radios and movies, and yea, even sex magazines stimulate the mind, and eventually, when the mind is sufficiently stimulated in the right direction, we have a new book reader."

Books and Postage

THE National Association of Book Publishers was represented by counsel at a hearing granted them before joint postal sub-committee at Washington.

It has always been one of the peculiarities of postal legislation that magazines and newspapers obtain the special consideration, which they receive in mail rates, from the fact that reading matter and current information should be distributed at a low cost to the people. The argument is sound; nothing is more important for the welfare of the people and the general progress of the country. But, to get this special consideration, reading matter must be printed in the form of a newspaper or periodical. Why is it of less educational value if in book form? It takes fourteen cents to mail a two pound book from New York to the Middle West; but two pounds of reading matter in periodical form costs but three cents. This is out of balance.

The New Building of the American News Co.

A Model Plant Erected in New York

ON January 5th, the American News Company closes the doors of its famous old building at 15 Park Place, under the shadow of the Woolworth Building, and opens its great new building at 131 Varick Street, which will provide the growing organization with as perfect an equipment for the handling of periodicals, books and stationery as it is possible to devise. At the same time, the building of the Brooklyn News Company will be closed, and of the New York News Company on Thirty-Second Street and the Yorkville branch, the business of all these now to be handled at the big new building.

Just as every householder dreams of some day planning a house according to his own ideas, so every business man thinks that he may some day have an opportunity to plot out and put into steel and cement a model establishment for his particular enterprise. Such an opportunity has come to the American News Company, forced by the rapid extension of its business, and no one who visits the new building can fail to see that the opportunity has been splendidly met.

Varick Street is a broad and very busy thoroughfare running north from the closely knit streets of the lower end of the Island and reaching to the lower end of Seventh Avenue. Just north of where Varick crosses Canal Street and where the new

vehicular tunnel will come thru from New Jersey, the News Company has taken a 175 foot frontage on the west side between Dominick and Springfield Streets, with 150 foot depth on each side. Here has been erected a 10-story building and basement, designed by Russell G. Corey and built in reinforced concrete by the Turner Construction Company, one of the largest buildings in the city to be erected on that plan; altogether 300,000 square feet of space.

The structure is striking in appearance, the upright motive of the columns carried impressively to the top, a light yellow tinge to the concrete and trimmings of inlaid tiling. The roof will be available for employees, and there is a special twelfth floor building for a lunch room. At the front of the building, reached by the



THE FAMOUS OLD PARK PLACE BUILDING

Varick Street entrance, are two passenger elevators. To the rear is a bank of heavy freight elevators of the most modern construction. To add to their efficiency, there will be used the most modern methods of lifting and transporting loads, so that low platforms piled with magazines or books can be taken without rehandling from the trucks and put, without rehandling, onto the elevators and thence to the floor where they are wanted. Full half of ground floor is trucking area with openings out to both side streets.

Another important feature in the shipping will be the use of a night crew on the

third floor, where the periodicals are handled. This crew will gather together not only the day's shipments of periodicals but all the shipments from other floors, including books and stationery, and will load the trucks ready for an early morning start. At six o'clock, the drivers will start for all corners of the city with their loads, whereas formerly it was necessary to bring the trucks around and wait for their loading.

On the tenth floor are the general offices of the company as a national organization. Here are the directors' rooms beautifully fitted in fumed oak, the offices of the president, S. S. Flood, and of Harry Gould, the general manager of the company, to whom has fallen the responsibility of this important move. On this floor, also, are the purchasing and national sales organizations.

Charles H. Ayers, buyer for the book department, has his office at one end and here also are offices of the stationery department and the periodical sales department. There is a large reception room to which all visitors will come, with quick telephone connections to every office. The book department has an equipment of display rooms where publishers' salesmen can make ready their samples awaiting the hour of their appointment with the buyer.

The telephone system is the most perfect possible, and besides outside wires thru seventeen trunk lines, there are dial phones connecting every desk with every other one in the building. Besides this, a system of announcers covers every floor, so that the buyers and directors, wherever they may be in the building, can be traced and quickly connected with the call that has come for them. Every floor, also, has its own full

equipment of vaults for important papers.

The ninth floor is at present empty, providing room for growth. The eighth floor is the headquarters for the local sales organization, and here will be the big staff directing the prompt handling of all sales and deliveries in the metropolitan district, not only the accounts which have been handled previously in Park Place but sales for Brooklyn, Yorkville and other areas.

The book sales are on the seventh floor, with a big, light display room newly fitted, 40 x 60 feet. The room is lined with display cases of oak especially designed and the floor is fitted with display tables, each one devoted to a publisher's product. This room is in charge of Joseph J. McConkey, manager of the book sales department. Near at hand is the pick-up counter, and beyond to the west is the great stockroom, with its vast expanse



GREAT TEN STORY STRUCTURE FOR NEWS COMPANY

of olive steel bins. Here is room for a tremendous book stock. The new book sections are arranged alphabetically by publishers and titles alphabetically under publisher. A large area is devoted exclusively to popular copyrights, with a shelf bin to every title. Still another to the 12mo juveniles and another to the paper novels, of which the company handles more than a million a month. The steel bins are 8 shelves high, but only those 6 shelves within easy reach of a clerk are used for current stock, the upper 2 for duplicates, so that orders can be quickly gathered. In the center of this floor are the big freight elevators which will bring up the stock from below, and opposite these are the receiving rooms. In the aisles between the shelving will be the platforms

for quantity stock, these platforms so arranged that the trucks slide underneath them, lift and carry them to any part of the building. A special dummy elevator takes shipments from here to the fourth floor, where the packing of books and stationery will be done.

Going from the seventh to the sixth floor there is a broad staircase for customers, as these two floors are the sales floors and easy connection is desirable. On the sixth is the stationery, also miscellaneous goods of all kinds with the big stock bins for storage. All desks, shelves and equipment from the tenth floor thru the sixth is entirely new and especially designed by experts for the handling of the business.

The fifth floor is a warehouse for a quantity of stock of all kinds, and here, also, will be the printing plant, a new development made possible by the larger quarters. Here will be printed all the forms, envelopes, blanks, etc., used in all the branches.

The fourth floor is for shipping of books and stationery, the orders coming down from the seventh and sixth. Here is a vast expanse of green tables and bins, with carefully systematized routing, so prepared that quantities large and small can be handled in the most expeditious way.

The third floor is for the shipping of periodicals, the second for returned periodicals, and the first floor for large quantities of periodicals in transit and for the trucking area. The basement provides a possible factory and large engine room.

Sears, Roebuck Retail Stores

IT has now been announced that Sears, Roebuck & Company will open big retail stores in the centers where their large warehouses are located—Chicago, Philadelphia, Dallas and Seattle. Up to this time, the firm has never done local business. It expects that the number of customers served by catalog sales will be increased from \$9,000,000 to \$12,000,000. The firm has always been active in the selling of books, with a book section in all its catalogs, but local business has never been handled and the distributive system was geared to handle out-of-town orders only.

Third Graphic Arts Exhibit of Printed Books

WHILE the second traveling exhibit of Fifty Books arranged by the American Institute of Graphic Arts is still en route, the plans are being laid for the third collection, which will include book production from May, 1924 to April, 1925. Specimens of books to be considered for the exhibit should be sent not later than April 1st to Lester Douglas, 9 East 40th Street, New York, or in his name care of the American Institute of Graphic Arts at 65 East 56th Street, New York.

Books for this exhibit include only those that are printed to be sold or privately printed books, but not books prepared for advertising purposes, which are shown in the exhibit of commercial printing. The annual exhibit of commercial printing will be held in January. At this showing only books for publicity purposes, booklets and announcements will be considered, the maximum size to be 19 x 35 inches. Chairman Frank Fleming emphasizes the point that it is an exhibit of printing, not advertising; therefore the factors of advertising, salesmanship and direct mail efficiency are to be regarded as secondary and the quality or lack of quality in the sales message is not the point.

At the November meeting of the American Institute, the medal of the Institute was awarded to Stephen H. Horgan for his work in the advancement of the art of mechanical reproduction of pictures. His experiments began in 1877, and in 1880 he was making single line screen half-tones. In 1897 he was pointing the way to the printing of half-tones on web presses. In 1881 he perfected the method of photointaglio engraving from line drawings, and played his part in the introduction of pictures in the country newspapers and in city dailies. Recently it was by his suggested method that the American Telegraph and Telephone Company sent colored pictures over the telephone wire.

MRS. BROWN: "I should like to buy a book that will keep my husband at home for a few evenings."

BOOK CLERK: "Yes, Ma'am. Asleep or awake?"

—Putnam Book News, London.

Six New Eastern Bookshops

I

The Quill Book Shop, Philadelphia



THE Quill Book Shop, which celebrated its second birthday on the eighteenth of October, is one of the prettiest little bookshops in the country. It occupies the first floor of a typical Philadelphia brick house whose shining white "front" is scrubbed bright and early every morning. A large show window has transformed the house into a shop. This window has shades of colored cretonne, and is trimmed with pots of English ivy, framed pictures and bronzes, in addition to the books. Without

tured, and the photographer, in order to show the prints, has only allowed us a glimpse of one of the Quill's chief glories. Against the right-hand wall, with bookcases on each side of it, is a lovely old Colonial desk which belonged to an ancestor of Miss Leiper. When Thomas Jefferson came to Philadelphia to attend the Continental Congress, this desk was placed at his disposal for use during his stay, and it was here that he made the rough draft of the Declaration of Independence. Quite recently, in a long forgotten secret drawer of the desk, a lucky chance discovered some old newspapers of the period which had



ITS OLD FURNITURE AND PORTRAITS GIVE THE QUILL BOOKSHOP IN PHILADELPHIA AN ATMOSPHERE OF DISTINCTION

are two small evergreen trees in ornamental jars. It is an unusually artistic window.

The photograph of the interior, which we are printing on this page does not do the shop credit, because, as it happens, the photograph was taken when a special display of Holbein prints was being fea-

been tucked away there by Thomas Jefferson.

The main room of the shop is very simple and beautiful, with a winding staircase at the back which leads from the shop to Miss Leiper's apartment above. The walls are white. There are blue hangings at the windows, and the wicker furniture



THE ATTRACTIVE WINDOW OF THE QUILL WITH BOOKS AND BRONZES WITHIN AND SENTINEL EVERGREENS OUTSIDE

has blue and white striped upholstery. An old grandfather's clock and old portraits on the wall, together with the famous desk, give the shop a dignity which is its characteristic atmosphere.

The Quill is the Philadelphia agent for Holbein and Medici prints. It also carries pottery and bronzes. All of these combine very well with books.

An interesting lighting arrangement has been devised by the shop—little side lights on iron rods which can be hooked to the shelves. These traveling lights can be moved along the shelves, so that the searcher after knowledge may pursue his quest, no matter how late the hour nor how stormy the day. These traveling lights are also used effectively in the window.

Thru the doorway, near the grandfather's clock, there is a second large room where the fiction is kept. This room is furnished with chairs and sofa, and has an open fire. The third room serves as stock-room and office.

The proprietors of the shop are Katharine S. Leiper and Helene Girvin. Miss Leiper was, before the opening of the Quill, for many years the assistant librarian of the University of Pennsylvania and had done the book buying for the university. When she decided to open a bookshop in Philadelphia, she hunted for six months before she found a place which seemed suitable.

The Quill is close to Rittenhouse Square, a famous and fashionable residence district. All about on the nearby streets are fashionable shops. The Quill is at 116 South Eigheeenth Street, a street of important shops. Next door is a French bakery where all the best families of Philadelphia buy their biscuits. When the Quill was first opened, one of its friends was delighted to see the many limousines drawn up before its door and the many people upon its sidewalks, but was told, "They have come for buns, not for books." That was two years ago; now, many of the peo-

ple walking up the square to go to Chestnut Street have shopping to do at the Quill.

The number of books carried was small at first. The demands of the clientele really defined the stock. Books for wedding presents, a source of business which the proprietors had never counted on at all, turned out to be the most important demand at first. Kipling and Conrad were constantly in demand for this purpose; small sets like the two volumes of Cellini, as well as larger sets were also constantly called for.

When the shop first started the fiction was kept in the main room of the bookshop, the first room one enters, but, like most of the small bookshops, the Quill soon found that it had more demand for non-fiction than for fiction, and the fiction was moved back into the second room in the shop. It specializes in signed editions, first editions of English books, and nicely bound French books. It also makes a specialty of French children's books, history, garden books, travel books and art books. All sell very well and help to reduce fiction to the place of a side line.

Blue is the characteristic color of the shop. Its note-paper is either blue with its trade-mark, a book and quill with its name and address in deeper blue, or Scotch granite paper printed in blue. The folders and dodgers issued by the shop are printed in blue or printed on blue paper. **The shop uses a little blue label to paste in all the books it sells and has its own bookplate.**

The Quill does a large mail-order business, especially in the summer, with heavy sales in August. Many of its customers go south in the winter or north in the summer and continue to buy books from the Quill Book Shop. This summer a very clever help to the busy book reader was devised. On the Quill's blue and gray letter paper this note was sent to customers:

MAIL AND TELEPHONE ORDERS

If you have not made definite arrangements for purchasing your books during the summer months, we will be glad to open a charge account for you and mail you any books you may wish to order.

We enclose order blanks for your convenience and a list of the more recent books published.

This, with a copy of an imprint booklet and a sheet of notepaper with a gummed flap so that it made its own envelope, was enclosed. The sheet of note-paper bore the printed address of the Quill Book Shop inside and out, and the note to the shop was even begun with the phrase, "Please send the following." When the bookshop gives a lecture, it sends out a blue card of invitation with an R. S. V. P. request upon it.

But the Quill does not believe in newspaper advertising for the small bookshop. Miss Leiper told about an ad inserted by the shop in the Philadelphia *Public Ledger*. "It didn't bring but one customer, so far as I know. The one customer was my aunt, who was in the south at the time and did not know that I had opened a bookshop. I rather think she'd have learned about the shop in time, even if she hadn't seen the newspaper ad, so we concentrate our efforts on other sorts of advertising."

The Quill Book Shop is undoubtedly one of the prettiest and most interesting small shops in the east.

A Gentle Method

ANATOLE FRANCE after he had attained fame was continually pestered by a host of budding poets and literary novices for words of praise. He usually ignored them but occasionally he was forced to say something. On one occasion, it is reported, he in desperation told a young poet that he considered page 96 of the young man's book exceptionally good. This was soon told by the happy youth to everybody including a friend of France's. The friend inquired of the master whether he had read the book in question and the reply was in the negative.

"Then you don't know what is on page 96?"

"Certainly I did not know," France rejoined, "but I sincerely hope it was blank."

"Well, it's the worst page in a very bad book," said the friend.

"What of it?" inquired France. "When one alters truth for a benevolent purpose one ought to be able to count upon the indulgent complicity of providence."

Editions of Anatole France

THE record established by the late Anatole France, details of which have been disclosed for the first time by his publisher, is possibly unique in literary history. France's greatest success was "The Red Lily," which ran into 398 editions. Next came "Thais" with 270 and "The Gods Athirst" with 259 editions. None of the principal works of the great author failed to run into considerably more than a half hundred editions. "Jocaste," one of his earlier works, reached 59 editions; "Sylvester Bonnard," 244; "The Revolt of the Angels," 178; "My Friend's Book," 257; "Little Pierre," 169; "The Bloom of Life," 144; "Penguin Island," 213; "The Aspirations of Jean Servien," 157; "At the Sign of the Reine Pédaque," 251; "Crainquebille," 134; "The Opinions of Jérôme Coignard," 129; "The Elm Tree on the Mall," 185; "The Wickerwork Woman," 176; "The Amethyst Ring," 175; "The White Stone," 119; and others touched the hundred mark. Surely this is a most extraordinary record.

Energetic Book Advertising

AN interesting example of energetic and elaborate advertising was shown in the New York *Evening Post* of November 29th when Dutton's retail store took a full page with a strong general emphasis on the place of books as gifts. Such an elaborately planned advertisement is of help to the whole book-trade of the city.

On the following Saturday, the store and publishing business took another slant at promotion, and in the 16-page news section of the New York *Evening Post* there were no less than 33 separate and distinct Dutton advertisements with a total of 188 inches, or about a page and one-fifth. Besides this, there were two full column Dutton advertisements in the literary section.

In conjunction with this program of advertising, a novelty was instituted in the use of a miniature theatre for displaying certain titles. An announcement was made in the paper of Dutton's *Literary Theatre*, urging people to watch for the première, in Dutton's Fifth Avenue window. The small stage was complete with red velvet curtains trimmed with gold, painted drops, etc., designed and executed by Wm. K. Galloway. "The Adventures of Harle-

quin" by Francis Bickley was one of the first books chosen for presentation. A gaily colored Harlequin held the center of the stage with copies of the book spread open in front and on the sides of the theatre. With this effective display the attention of the public is successfully centered on the title chosen for presentation. The next book to be featured in the tiny theatre will be Milne's "When We Were Very Young" and then Webster's French Revolution novel will hold the stage, "The Chevalier de Boufflers." Dutton's report that the "Thomas the Lambkin" window brought more response than any other recent window.

The Macrae Smith Co.

Jacobs Sells Publishing Business

THE publishing business of George W. Jacobs & Co. of Philadelphia has been bought by Durant L. Macrae and Allan M. Smith, and, from January 1st, will be conducted as Macrae Smith Company with the address of 1712 Ludlow St. Both members of the new firm have been long connected with the Jacobs publishing business, Mr. Macrae as a traveler and Mr. Smith in the office.

Mr. Jacobs has bought a new building for his retail business at 1726 Chestnut Street to which he will move this spring and hereafter will confine himself wholly to bookselling. He began business with J. B. Lippincott Co. and in 1892 branched out for himself. For many years the publishing end of the business was on Washington Square but latterly has been in the same building as the retail store on Chestnut St. west of Broad.

Among the well-known books on the Jacobs list have been: The Washington Square Classics now extended to 16 volumes; the Rittenhouse Classics, 15 volumes; the Franklin Classics, 8 volumes; the Fairmount Classics in 5 volumes; the American Crisis Biographies in 20 volumes; the many children's series by Rupert S. Holland; the Edwin L. Sabin books for boys; the Brave Deeds Series by Samuel Scoville, Jr. and others; the Rorer Cook Books and Foster "Bible Stories" and the successful development of Ridgwell Cul-lum into the best selling class with a series of fourteen adventure stories.

Resolutions for Readers

I WILL give some of my 8,760 hours during the year to good reading.

I will meet every book with an open mind.

I will not read the last page first.

I will renew friendships with old books.

I will try to be patient when the author draws a moral.

I will come to a sad ending with a dry eye—or I will try.

I will not finish a stupid book simply because I have started to read it.

I will try not to use violence when anyone tells me how a story ends.

I will be wary of those books which are written to be very funny.

I will never get too old to enjoy stories for children.

I will always believe in fairies whether they are true or not.

I will read in bed and prove to the doctor that it doesn't matter.

I will not skip description for conversation.

I will remember that authors of books are merely men and women and not gods.

I will not irritate my friends by reading aloud to them.

I will not forget to read the Bible sometimes.

I will use good books as food for the mind.

I will try not to be provoked by a mere author's power over me.

I will reflect on the power of new ideas and of their source in books.

I will read a helpful practical book as often as every other week.

I will lead myself as fast as possible away from trash.

—*Readers' Ink*, Indianapolis Public Library.

STILL ANOTHER PRACTICAL reference book has been added to the many now available on the subject of collecting, this in the *Home Connoisseur Series* published by Putnam, to which has been added "Old Prints and Engravings" by Frederick W. Burgess. It is a fully illustrated book of about 300 pages, and, among the chapters are those on bookplates, engraved portraits, sporting prints, color prints, etc. The book is especially for the collector, and offers encouragement of interest as well as information.

Traveling Libraries in Russia

FREE libraries installed on railroad cars which make stops for a few days at all stations including little villages, are a feature of the present Soviet interest in books as described by H. M. Lydenberg of the New York Public Library who traveled this spring in Russia:

"Whatever the Soviet government is or is not doing for the Russian people, it is making it possible for them to read books. The people take out books for home reading and then return them on a subsequent trip of the library on wheels. The amount of circulation accomplished by these ambulant libraries is impressive."

The Bookbinding Industry

THE reports from the manufacturing census of 1923 have come to hand including that of the Department of Bookbinding and Blank-Book Making. Unfortunately for the book-trade, these two unrelated industries have always been lumped together and there seems to be no way of knowing how much of the total is blank-books and how much printed books. The statistics will be of comparatively little value to anyone until these two are separated. If such separation were made, bookbinding statistics would give a very valuable indication of the ebb and flow of book output from census to census.

It is difficult to get facts of book production from the publishers, whose year's sales are not only of books made during the year but of books made during the past years, or to get the facts from printers who cover many fields. An increase in bookbinding census figures, however, would mean an increased demand for books and would be a valuable clue to expansion or depression in the industry.

The statistics as gathered covering bookbinding and blank book making show an increase of 20 per cent over the total business of 1921 and a very considerable increase in the number of establishments. The data are as follows:

	1921	1923
Number of establishments	869	965
Persons engaged	20,921	24,766
Salaries and wages	\$26,208,627	\$32,695,446
Products, total value	63,854,402	76,933,920

Literary Anniversaries of 1925

THE year 1925 marks the 400th anniversary of the first printing of the New Testament in the English language and of the first translation in English from the original. This was the work of William Tyndale who succeeded in printing part of Matthew at Cologne before interruption and later in the year completed, at Worms the printing of a New Testament. 1925 also marks these anniversaries:

Bayard Taylor, American novelist, poet, translator, traveler.	Born Jan. 11, 1825
Walter Savage Landor, English poet and prose writer.	Born Jan. 30, 1775
Zane Grey, American novelist.	Born Jan. 31, 1875
Charles Lamb, English essayist.	Born Feb. 10, 1775
Percy Mackaye, American poet and dramatist.	Born March 16, 1875
Robert Frost, American poet.	Born March 26, 1875
Thomas Huxley, English scientist.	Born May 4, 1825
Richard Doddridge Blackmore, English novelist.	Born June 7, 1825
John Buchan, English novelist and historian.	Born Aug. 26, 1875
Percy H. Boynton, American essayist.	Born Oct. 30, 1875
Robert Louis Stevenson, novelist, essayist, poet.	Born Nov. 13, 1850
Jane Austen, English novelist.	Born Dec. 16, 1775
John Marston, English dramatist.	Born 1575
Alexander Barclay, English poet and satirist.	Born 1475



ANSWER TO THE PUZZLE IN LAST WEEK'S "PUBLISHERS' WEEKLY"

Its Fortieth Annual Banquet

THE festivities of the Fortieth Annual Banquet of the Brotherhood of Commercial Travelers, held at the Hotel Waldorf, New York City, December 29, were marred only by the absence of its popular president, Joseph F. Greene. But if Mr. Greene was not present in person he was very much present in spirit, and the reception accorded his cheerful letter of greeting was a tribute to the esteem in which he is held by his fellow travelers.

In the president's absence Robert N. Hays, vice president, presided. Mr. Hays was equal to the task and officiated in a manner suited to the spirit of the occasion. On each side of him and indeed all around the horse-shoe were members and guests who helped him make this dinner an eventful one. The Hon. David J. O'Connell, the Demosthenes of the book-trade, was his usual brilliant self and John Hovendon the founder of the Brotherhood assisted ably in injecting an infectious good cheer which lasted thruout the evening.

The Brotherhood was honored at this banquet by the presence of George McLeod of Toronto; Charles W. Wynne, Police Commissioner of Mt. Vernon; Mr. Simon, of Simon & Schuster, and Mr. Murkland of J. H. Sears & Co., all of whom, with excellent brief speeches, added to the joy of the occasion.

Upton Sinclair and the Arts

THE next publication of Upton Sinclair thru his own publishing house, will be a study of who makes the classics and why. The book will be called "Mammonart," and the author will present data to show that literature and the arts have always been in the interest of ruling class prestige. He has made a study of the arts thru the whole history, which, he says, "will show how they have been used to idealize and glorify the rulers, and to ridicule and humiliate the rebels." It will be a history of culture, dealing with the world's leading creative artists beginning with Homer and the Bible and coming down to modern times. "It completes," writes Mr. Sinclair, "the task I began seven years ago with my studies of religion, journalism and education. This time I have muck-raked the

poets, dramatists, novelists, sculptors, painters and composers, turning their pockets inside out and asking them where they got it and what they did for their paymasters." The book is announced for the middle of January.

Business Notes

CLEVELAND, OHIO.—J. S. Pushan is opening the Central Bookshop at 3545 Central Ave.

HONESDALE, PA.—Otto Truscott, proprietor of the China & Toy Shop has added a stock of books.

LEXINGTON, KENTUCKY.—The Haunted Bookshop has been opened by Martha Prewitt in Colony Court.

MIAMI, FLORIDA.—On January 1st the Community Bookshop, 113 E. Flagler St., will open a new branch in the Arcade Bldg.

NEW YORK CITY.—Aldine Book Co., 246 Fifth Ave., specializes in publishers' remainders. Sidney Rubinzahl is the manager.

NORFOLK, VA.—The Jefferson Bookshop, Room 353, Law Building, Edith Moelling, manager, specializes in rare books.

OKLAHOMA CITY, OKLA.—The Book Exchange at 414 W. Choctaw St. has been opened by E. H. H. Gates.

SYRACUSE, NEW YORK.—Foote's Book store has opened a branch store called the Syracuse Bookshop in the Hotel Syracuse on East Onondaga St.

WASHINGTON, D. C.—R. C. Mulligan has opened the Skylark Book Shop at 1521 K Street.

NEW YORK CITY.—Stanley C. Nott, recently of London, has opened a bookshop for rare books, fine printing and the best contemporary material at 12 West 47th St.

Personal Note

A RECENT NOTE in *Publishers' Weekly* announcing that L. S. Shuford had resigned his position with the Baker & Taylor Co., failed to explain that Mr. Shuford will continue to handle certain of the editorial and publicity work of the above concern.

Personal Notes

HARLEY H. BRYANT has joined the traveling staff of Barse & Hopkins and will cover the Middle West.

E. J. STEINLEIN is no longer connected with Alfred A. Knopf, Inc. The South will be covered by John L. Wroe, who for the present will maintain his home address in Houston, Texas.

B. W. HUEBSCH, INC., has added two members to the editorial and promotion departments, J. Blumenthal and M. A. Best.

JOHN D. CHASE will take the place of the late Edward Morehouse in representing Harcourt, Brace & Co. on the Pacific coast, and Kenneth Meeker, for the same house, will cover the smaller towns in the Middle West, East and South.

ELMER J. BAILIE, for the past five years with Milton Bradley Co. will join the sales force of Stoll & Edwards Co., Inc.

DOUBLEDAY is changing its arrangements in several territories: J. J. Smith with headquarters in Chicago will cover Chicago, Detroit, Cleveland and Pittsburgh; J. W. McCay will be changed to the Pacific Coast; W. P. Goubeaud in the Middle West; Joseph S. Steers in the South; William T. Hopkins in New England.

FOR BOBBS-MERRILL, Carl Rice, formerly buyer for the Harvard Cooperative Society, is now to cover the Eastern and New England States outside the larger cities; H. T. Olsen will now cover the Coast and larger cities of the Middle West; T. R. Coward goes to the New York office for editorial and promotion work.

W. M. CURREN is now to be connected with George Sully & Co.

ALFRED A. KNOPE, INC. announce that John J. Mullen, head of its sales department has been elected a member of its Board of Directors.

Obituary

WILLIAM ARCHER

WILLIAM ARCHER, long a prominent figure in the dramatic world, died in London, December 27. He was born in Perth, Scotland, September 23, 1856, and was educated at the University of Edinburgh. He then entered journalism; but a few years later went to London where he read for the bar at the Middle Temple, becoming a barrister in 1883. He returned to the profession of journalism a year later and, from that time, was connected with many London dailies as a dramatic critic, including the *World*, *Tribune*, *Nation*, and *Star*. As a contemporary of Pinero and Shaw he did much to bring their work before the public and was a warm and successful champion of Ibsen. One of the interesting and surprising features of his career was the appearance of "The Green Goddess," a play of the melodramatic type, which he wrote in 1921 which enjoyed considerable popularity in this country and Great Britain. It is as a scholarly and constructive critic of the drama, a biographer, a writer of travel books and as an essayist, rather than a playwright that William Archer's name is important. Among his published works are: editor and co-translator of the "Collected Works of Ibsen," "Life of Macready," "America Today," 1900; "Poets of the Younger Generation," 1901; "Real Conversations," 1904; "Thruout Afro-America," 1910; "Play-Making," 1912; "God and Mr. Wells," 1917; "War is War" (drama), 1919; "The Green Goddess" (drama), 1921; "The Old Drama and the New," 1923.

Religious Education

A GIFT of \$1,000,000 has been received by the Presbyterian Board of Christian Education to help in the establishment of a series of schools for the promotion and training of workers in the fields of religious education. The two first institutions to receive money from this fund will be Trinity University in Texas and Maryville College in Tennessee, both of which seem to have the best facilities for the immediate beginning of such training.

Changes in Price

CHARLES E. LAURIAT CO., Boston
Bartholomew's Handy Reference Atlas, 10th edition,
half mor., from \$4.50 to \$5.00.

D. APPLETON & CO., New York
The Modern Idea of the State, by H. Krabbe, from
\$4.00 to \$5.00.

Obituary Notes

A. HENRY SAVAGE-LANDOR

A. HENRY SAVAGE-LANDOR, explorer, artist and author died at his home in Florence, Italy, December 28. He was the grandson of Walter Savage Landor and was born in Florence. He studied in Italy and Paris, and traveled extensively in remote parts of China, Korea, Japan, India and the Philippines, attracting attention with his book "Alone with the Hairy Ainu: or 3,800 Miles on a Pack Saddle." In addition to being an explorer he was also the inventor of armored cars and other appliances of war. His travels took him to many parts of the world and they usually resulted in a book. His last book has just been published entitled "Everywhere: Memories of an Explorer" (Stokes). Among his other books are: "In the Forbidden Land," 1898; "Across Coveted Lands," 1902.

THOMAS H. PAYNE

THOMAS H. PAYNE, head of the house of T. H. Payne & Co. of Chattanooga, Tenn., and one of the oldest booksellers in the South, died in that city on Christmas morning. He had been in failing health for a number of months, but his condition was not considered serious. Mr. Payne was born in Ohio in 1842. He enlisted in the Quartermaster Department of the Federal Army shortly after the outbreak of the Civil War and was stationed in Chattanooga. After the war, he settled in Chattanooga and entered the book and stationery business under the firm name of Patton & Payne. During his long business career he was a leader in the commercial life of Chattanooga. He is survived by his widow and three daughters, one of whom, Mrs. Charles H. Howell, is wife of the manager of T. H. Payne & Co.

FAMOUS VERMONT BOOK-SELLER

HOBART J. SHANLEY, of Burlington, Vermont, died on December 22nd at the age of 64 with a record of 50 years in bookselling.



HOBART J. SHANLEY

On the occasion of Mr. Shanley's 50th anniversary last April, President Coolidge wrote his congratulations from the White House, adding, "I know that in your long career there must have been an appreciation of literature and a real love for books over and above the purely commercial aspect and I trust that you may look forward to further years of real service in directing your patrons to what is best and really worth while."

Mr. Shanley entered the old store of Samuel Huntington in 1874, was made a partner in 1888 and bought out Mr. Huntington's interest in 1889. In 1889 George W. Whitney also retired from the business and F. E. Burgess came into the firm and remained a partner until 1917. In that year Mr. Burgess took over the old business, and Mr. Shanley started again at No. 5 Church St. The Shanley business was known thruout the state to two generations of booklovers.

Until a few years ago he regularly attended the annual conventions of the American Booksellers' Association and was often a guest of the Commercial Travelers at their banquets.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D (12mo: 20 cm.); S (16mo: 17½ cm.); T. (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

Akagi, Roy Hidemichi

The town proprietors of the New England colonies; a study of their development, organization, activities and controversies, 1620-1770. 361p. (38p. bibl.) D '24 [N. Y.], [Appleton] \$3

A thesis in history, published by the press of the University of Pennsylvania in Philadelphia, and distributed by D. Appleton & Co.

Baldt, Laura Irene

Clothing for women; selection, design, construction; 2nd ed. 468p. il. (pt. col.) diagr. O (Lippincott's home manuals) [c. '16, '24] Phil., Lippincott \$2

A practical manual for school and home.

Barrett, Katharine Ellis

Girls in the high Sierras; a tale of the Sierra Nevada with Himalayan echoes; il. by Harold W. Miles. 347p. il. D '24 c. Garden City, N. Y., Doubleday \$2

Some interesting girls spend a summer camping in the mountains.

Bean, William Jackson

Shrubs for amateurs. 124p. il. D (Country life lib.) '24 N. Y., Scribner \$1.75

Beeding, Francis

The seven sleepers. 317p. D c. Bost., Little, Brown \$2

A novel of European intrigue and adventure, in which a former English army captain is involved.

Bennett, P. R.

A compact rhyming dictionary. 222p. Tt (Miniature reference lib.) [n. d.] N. Y., Dutton 70 c.

Berry, James B.

Teaching agriculture; an analysis of the teaching activity in its relation to the learning progress. 234p. il. D (New world agriculture ser.) '24c. Yonkers, N. Y., World Bk. \$2

Bertini, Emma

Italian verbs simplified. 112p. S '24 Milwaukee, Wis., C. N. Caspar \$1

Bascom, F.

The resuscitation of the term Bryn Mawr gravel. various p. (bibl. footnotes) 2 (Dept. of Int., U. S. Geol. Survey, professional paper 132-11) '24 Wash.,

Bigelow, Maurice Alpheus, and Broadhurst, Jean

Health for every day. various p. il. diagrs. D [c. '24] N. Y., Silver, Burdett 72 c.

A textbook of personal health for children.

Health in home and neighborhood. 335p. il. diagrs. maps D [c. '24] N. Y., Silver, Burdett 84 c.

A textbook on sanitation, to follow the first book of this children's health series.

Bingham, Robert F., and Andrews, Elmore L.

Financing real estate. 371p. O (The realty lib.) '24 c. Cleveland, O., Stanley McMichael Pub. Organization, 1222 Prospect Ave. \$4

Blackman, Herman A.

Business mail. 115p. il. D (Ronograph ser. no. 3) '24 N. Y., Ronald Press \$1.25

Blanchard, Harold F.

My automobile; its operation, care and repair. 403p. il. diagrs. O '24 c. N. Y., U. P. C. Bk. Co. \$3.50

Step-by-step instruction for finding and curing troubles on all cars, for the person with little or no technical knowledge.

Blasco Ibáñez, Vicente

Alfonso XIII unmasked; the military terror in Spain; tr. by Leo Ongley. 121p. D [c. '24] N. Y., Dutton \$1

An arraignment of the Spanish monarchy and an appeal for democratic institutions by the author of "The Four Horsemen of the Apocalypse."

Born, Max

Einstein's theory of relativity; tr. by Henry L. Brose. 304p. front. (por.) diagrs. O [n. d.] N. Y., Dutton \$5

An explanation of the theory of relativity, in all its aspects, except that of philosophy, by the professor of theoretical physics in the University of Gottingen.

D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply
Business letters in Isaac Pitman shorthand. 55p.
S (New era ser., no. 1) [n. d.] N. Y., I. Pitman
pap. 35 c.

Bower, B. M., pseud. [Bertha Muzzy Sinclair-Cowan]

Desert brew. 311p. front. D c. Bost., Little, Brown \$2

A western story, full of humor and excitement.

Brooks, Alfred Mansfield

Architecture; introd. by Sir Reginald Blomfield. 208p. (4p. bibl.) D (Our debt to Greece and Rome, 40) [c. '24] Bost., Marshall Jones \$1.50

Brown, Carroll Neidé

English-Greek and Greek-English dictionary; 3rd ed. 934p. T [c. '24] N. Y., Enossis Pub. Co., 140 W. 26th St. apply

Carver, Gertrude Nason

Jupiter's moons. 64p. D (Contemporary poets, 15) [c. '24] Phil., Dorrance bds. \$1.50

Many of these poems have appeared in *Contemporary Verse*, *International Studio*, *Life* and other publications.

Chamberlain, James Franklin

Geography; physical, economic, regional; 2nd ed., rev. 527p. il. maps (pt. col.) diagrs. O (Lippincott's school text ser.) [c. '21, '24] Phil., Lippincott \$2.50 [school ed.]; \$3.50

Chase, Joseph

Jimmy at Happy House. 221p. front. D (The Happy House bks.) '24 c. Phil., Penn 50 c.

Jimmy, John and Junior are the center of many activities during a summer at Happy House.

Cheley, Frank Hobart

Climbing manward. 203p. D '24 c. N. Y., Macmillan \$1.75

Courtney, W. P., and Smith, David Nichol

Bibliography of Samuel Johnson; 1924 lim. ed. no p. il. O '24 N. Y., Oxford \$10

Cugle, Charles Hurst

Cugle's practical navigation. 364p. diagrs. O [c. '24] N. Y., Dutton \$6

"A new and complete work on navigation, which explains thoroly the changes in the Nautical Almanac for 1925."

Davidson, Gladys

More stories from the operas. 325p. il. D '24 c. Phil., Lippincott \$2.50

Dencer, F. W.

Detailing and fabricating structural steel. 511p. il. O '24 N. Y., McGraw-Hill \$5

Dickinson, Asa Don, comp.

One thousand best books; the household guide to a lifetime's reading; a variorum list compiled from many authoritative selections, with descriptive notes. 433p. D '24 c. Garden City, N. Y., Doubleday \$5

The compiler is librarian of the University of Pennsylvania.

Dobrée, Bonamy

Restoration comedy, 1660-1720. 182p. D '24 N. Y., Oxford \$2

Doll, William

The art of public speaking. 176p. D [c. '24] Chic., Lyons & Carnahan \$1.24

Dooley, William Henry

Textiles for commercial, industrial and domestic arts schools; also adapted to those engaged in wholesale and retail dry goods, wool, cotton and dressmaker's trades; rev. and enl. with experiments. 763p. il. D [c. '24] N. Y., Heath \$5

Draves, Albert W.

The iron string [verse]. 45p. D (Contemporary poets, 14) [c. '24] Phil., Dorrance bds. \$1

Eakins, Capt. Horace S., comp.

Military meat and dairy hygiene; prepared under the direction of the surgeon general of the U. S. army. 653p. il. diagrs. O '24 Balt., Williams & Wilkins \$6.50

Earls, Michael

From Bersabee to Dan; and other ballads. 95p. il. D [n. d.] Worcester, Mass., Holy Cross Press bds. \$1.75

Eleven poets, v. 1. 33p. D c. N. Y., Harold

Vinal, 3 Minetta Lane bds. \$1.25

A slim volume of verse representative of eleven young poets: Elizabeth Montgomery, Paul Tanaquil, Margaret Loring Thomas, Gordon Hillman, Elizabeth Morrow, Ruth Rice, Alice Fay, May Folwell Hoisington, Grace Hoffman White, Leighton Rollins and Mary Taylor.

Chicago Daily News, comp.

20 more cross word puzzles from the Chicago Daily News. 48p. O '24 Chic., Compiler pap. 25 c.

Collier, Arthur J.

The Scobey lignite field, Valley, Daniels and Sheridan counties, Montana. various p. (bibl. footnotes) maps diagrs. O (Dept. of Int., U. S. Geol. Survey, bull. 751-E) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

Collins, W. D.

Mineral waters in 1923. various p. diagr. O (Dept. of Int., U. S. Geol. Survey, II; 14) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

Coons, A. T.

Sand and gravel in 1923. various p. O (Dept. of Int., U. S. Geol. Survey, II; 18) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

Crow, Charles Sumner

Evaluation of English literature in the high

school. 179p. diagrs. O (Contributions to educ., no. 141) '24 N. Y., Teachers College, Columbia Univ. apply

Dall, W. H.

Discovery of a Balkan fresh-water fauna in the Idaho formation of Snake River Valley, Idaho. various p. (bibl. footnotes) il. 2 (Dept. of Int., U. S. Geol. Survey, professional paper 132-G) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. 5 c.

Darrow, Clarence vs. Holmes, Rev. John Haynes

Resolved: That the United States continue the policy of prohibition as defined in the 18th Amendment. 63p. il. O '24 N. Y., League for Public Discussion, 500 5th Ave. pap. \$1

Dowling, Allan

Truth and music; a volume of early verses. 48p. D c. '24 N. Y., Author, 332 W. 83rd St. pap. apply

Dunlap, J. P.

Secondary metals in 1923. various p. (bibl. footnotes) O (Dept. of Int., U. S. Geol. Survey, I; 16) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

- Ervine, St. John Greer**
Jane Clegg; a play in three acts. 112p. D '24 N. Y., Macmillan \$1.25
- Feleky, Antoinette**
Feelings and emotions. 260p. il. diags. O '24 N. Y., Pioneer Pub. Co., 1121 Knickerbocker Bldg. \$3.50
- Felshin, Simon**
Poems for the new age. 62p. D '24 c. N. Y., Seltzer pap. \$1
- Ferber, Edna, and Kaufman, George S.**
Old Man Minick; and Minick. 292p. front. D '24 c. '22, '24 Garden City, N. Y., Doubleday \$2
This volume contains the play, now running in New York, and the short story by Edna Ferber, upon which it is based.
- Fletcher, Sir Banister Flight**
A history of architecture on the comparative method; 7th ed. rev. and enl. 957p. (bibls.) il. (diags.) O '24 N. Y., Scribner \$12
Displays the characteristic features of the architecture of each country, and the influences contributing to these features; a book for students, craftsmen, and amateurs.
- Gleason, E. B., M.D.**
A manual of the diseases of the nose, throat and ear; 5th ed., rev. 660p. il. D '24 Phil., Saunders \$4
- Godcharles, Frederic Antes**
Daily stories of Pennsylvania. 971p. front. O '24 c. Milton, Pa., [Author] fab. \$5
A collection of accounts of historical events, which have appeared in the *Philadelphia Public Ledger* and other Pennsylvania newspapers under the heading, "Today's Story in Pennsylvania History."
- Gordon, William D., and Lockwood, Jeremiah**
Modern accounting systems. 474p. diags. O '24 N. Y., Wiley \$4
- Gosse, Edmund William**
Life of William Congreve. 192p. D '24 N. Y., Scribner \$2.25
A revised and enlarged edition of a memoir long out of print, originally published in 1888.
- Griffith, Helen Sherman [Mrs. W. O. Griffith]**
The Roly Poly family; il. by Hattie Longstreet Price. 208p. front. D (Louie Maude: her books) 24 c. Phil., Penn 50 c.
A book for girls from seven to twelve.
- Halkett, Sarah Phelps Stokes (Aunt Sadie, pseud.)**
Elk King's flowers. 90p. il. (col. front.) O [c. '24] N. Y., Dutton bds. \$2
Poems about garden and wild flowers, illustrated by the author, with a frontispiece by Katharine Pyle.
- Hamilton, Samuel**
Hamilton's essentials of arithmetic; 6 v. various p. il. diags. S (Six bk. ed.) [c. '19-'24] N. Y., Amer. Bk. Co. 44 c. ea.
- Heard, Gerald**
Narcissus; an anatomy of clothes. 150p. il. S (To-day and tomorrow ser.) [c. '24] N. Y., Dutton \$1
A sketch of the history of clothes, bringing out the analogy between fashions and architecture.
- Hémon, Louis**
Journal of Louis Hémon; tr. by W. A. Bradley. 73p. il. O '24 c. N. Y., Macmillan \$2.50
- Hepworth, Harry**
Chemical synthesis; studies in the investigation of national organic products. 263p. O '24 N. Y., Van Nostrand \$6.50
- Higginson, Thomas W.**
John G. Whittier; his personal qualities. various p. S '24 c. N. Y., Macmillan pap. 50 c.
- Himmelblau, David, ed.**
Complete accounting course, by members of the department of accounting, Northwestern University School of Commerce. various p. O '24 N. Y., Ronald Press \$2.50
- Hind, Charles Lewis**
Landscape painting from Giotto to the present day; v. 2, From Constable to the present day. 391p. il. (col. front.) O (Universal art ser.) [n.d.] N. Y., Scribner \$8.50
- Hofman, H. O.**
Metallurgy of copper; 2nd ed. rev. by Carle R. Hayward. 411p. il. O '24 N. Y., McGraw-Hill \$5
- Holmes, H. R. J.**
A short system of farm costing. 108p. Q '24 N. Y., Oxford \$2.20
- Hotchkiss, E. A.**
The project method in classroom work. 271p. il. D [c. '24] Bost., Ginn \$1.48
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- Finch, George Augustus**
The Dawes report on German reparation payments; and The London Conference on the application of the Dawes plan. 46 p. D (Internat'l. conciliation, no. 204) '24 N. Y., Carnegie Endowment for Internat'l. Peace, Div. of Intercourse and Educ. apply
- Fitzpatrick, John T., ed.**
Tax law of the state of N. Y. 314 p. O '24 Albany, N. Y., M. Bender & Co. pap. \$3.50
- Glass, James M.**
Curriculum practice in the junior high school and grades 5 and 6. 191p. (bibl. footnotes) O (Supplementary educ. monographs, no. 25) [c. '24] Chic., Univ. of Chicago pap. \$1.75
- Helkes, V. C. and Loughlin, G. F.**
Arsenic in 1923. various p. (bibl. footnotes) diags. O (Dept. of Int., U. S. Geol. Survey, I:13) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply
- Hess, Frank L.**
Rare metals, cobalt, molybdenum, nickel, tantalum, titanium, tungsten, radium, uranium and vanadium in 1923. various p. (bibl. footnotes) O (Dept. of Int.; U. S. Geol. Survey, I:15) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply
- Hodge, F. W., ed.**
Guide to the museum [guide to the collections from middle and South America and the West Indies.] 192p. maps. S (Indian notes and monographs, no. 38) '24 N. Y., Mus. of the Amer. Indian pap. apply

Howarth, O. J. R.

The Mediterranean. 176p. il. maps diagrs. D (Certificate ser. of school geographies) '24 N. Y., Oxford 85 c.

Hoyt, Franklin Sherman, and Peet, Harriet E.

Everyday arithmetic, primary book. 302p. il. diagrs. D '24 c. Bost., Houghton 72 c.

Hult, Adolf

The way in Christ; studies in the way of salvation for Bible classes, Bible schools, academies and personal use. 365p. O (The Bible study quarterly, v. 5.) '24 Rock Island, Ill., Augustana Bk. Concern \$1.25

Huntington, Ellsworth, and Cushing, Sumner W.

Principles of human geography; 3rd rev. ed. 448p. diagrs. O '24 N. Y., Wiley \$3

Ivins, Lester Sylvan, and Winship, Albert Edward

Fifty famous farmers. 421p. il. D '24 c. N. Y., Macmillan \$2

The life stories of Americans, who have been noted for their endeavors in the field of agriculture—farmer inventors, leaders in rural life, soil experts, and others.

Jacob, Rev. Joseph

Hardy bulbs for amateurs. 115p. il. D (Country life lib.) '24 N. Y., Scribner \$1.75

A practical book for garden lovers dealing with the more common bulbs found in British gardens—tulips, crocuses, hyacinths, etc.

Jolley, L. B. W.

Alternating current rectification; a mathematical and practical treatment from the engineering viewpoint. 370p. diagrs. O '24 N. Y., Wiley \$5

Jones, Henry Arthur

Representative plays; ed. with introds. by Clayton Hamilton; 4 v. various p. fronts. O '25 c. '92-'24 Bost., Little, Brown \$2.50 ea.; set \$10

The first volume includes "The Silver King," "The Middleman," "Judah" and "The Dancing Girl;" the second, "The Crusaders," "The Tempter," "The Masqueraders," and "The Case of Rebellious Susan;" the third, "Michael and His Lost Angel," "The Liars," "Mrs. Dane's Defence" and "The Hypocrites;" the fourth, "Dolly Reforming Herself," "The Divine Gift," "Mary Goes First," "Grace Mary," and "The Goal."

Kelly, George

The flattering word; and other one-act plays. 212p. D c. Bost., Little, Brown \$1.50

Four plays used in vaudeville; the last, "Poor Aubrey," was expanded into "The Show-Off," now running in New York.

King-Hall, Stephen

Western civilization and the Far East. 410p. (bibl. footnotes) maps O '24 N. Y., Scribner \$5

"The era when national isolation was a normal and even desirable condition is drawing to its close. . . . We cannot ignore the yellow men and they cannot ignore us." This is the theme of Mr. King-Hall's book.

Kuller, Franklin A.

Helps to the study of ancient history, based upon Webster's Ancient history. 111p. D [c. '24] N. Y., Heath 60 c.

Lambert, Samuel W.

When Mr. Pickwick went fishing; il. by Robert Seymour. 83p. il. D '24 c. N. Y., Brick Row Bk. Shop, 19 E. 47th St. bds. \$2.50
An account of the Dickens-Seymour controversy about the origins of "Pickwick Papers."

Lewin, Evans

Africa. 224p. il. maps diagrs. D (Certificate ser. of school geographies) '24 N. Y., Oxford \$1

McDowall, Stewart A.

Evolution, knowledge, and revelation; being the Hulsean lectures delivered before the University of Cambridge. 99p. D '24 N. Y., Macmillan \$1

McFadyen, John Edgar

Key to the exercises in the late Professor A. B. Davidson's revised "Introductory Hebrew grammar," with explanatory notes. 156p. O '24 N. Y., Scribner \$3.50

MacFadyen, Virginia

Windows facing west [a novel]. 288p. D '24 c. N. Y., A. & C. Boni \$2

McHale, Charles Frederick

Un viaje a Sud América; A trip to South America, a book of Spanish conversation. 294p. il. maps D (Heath's modern lang. ser.) '24 c. N. Y., Heath \$1.32

Magruder, Frank Abbott

American government; new ed., with a consideration of the problems of democracy. 486p. (bibls.) il. maps D [c. '24] Bost., Allyn & Bacon \$1.60

Maude, Aylmer

Tolstoy on art. 515p. il. O [c. '24] Bost., Small, Maynard \$5

A volume containing everything Tolstoy wrote on the subject of art, collected by his biographer.

Silica in 1223. various p. O (Dept. of Int., U. S. Geol. Survey, II:22) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

King, Alfred Grant

Heating of residences and small buildings. 142p. il. O '24 Chic., Domestic Engineering Co. \$1

Lewis, George C.

How to market honey. 84p. il. T '24 Watertown, Wis., G. D. Lewis Co. pap. 15 c.

Living church annual, The; the churchman's year book and American church almanac, 1925. 676p. il. map. D '24 Milwaukee, Morehouse Pub. Co. \$1.25; pap. \$1

Meyer, Harold D. and Cole, Clara B.

The high school society or club life for the high school. 60p. O Univ. of N. C. ext. bull. v. 4, no. 3) '24 Chapel Hill, N. C., Univ. of N. C. Press, Univ. Ext. Div. pap. 50 c.

school. 60p. O Univ. of N. C. ext. bull. v. 4, no. 3) '24 Chapel Hill, N. C., Univ. of N. C. Press, Univ. Ext. Div. pap. 50 c.

Meyer, Helena M.

Manganese and manganiferous ores in 1923. various p. diagr. O (Dept. of Int., U. S. Geol. Survey, I:12) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

Moore, Ernest Walke, comp.

History of St. John's P. E. church, Richmond, Va., 3rd ed. 46p. il. D '24 Richmond, Va., Trevvett, Christian & Co. apply

Chic., A. Flanagan Co.

pap. 50 c.

Morse, Mrs. T. Vernet

Basket making; how to do it. 72p. il. S '24

Meigs, John Forsyth

The story of the seaman; being an account of the ways and appliances of seafarers and of ships from the earliest time until now; 2 v. 675p. il. O '24 c. Phil., Lippincott \$10

Melville, Lewis, pseud. [Lewis S. Benjamin]

Lady Suffolk and her circle. 308p. (bibl. footnotes) il. (col. front.) O '24 Bost., Houghton \$5

A biography of the famous Henrietta Hobart, based on her correspondence with English statesmen of prominence.

Miller, Herbert Adolphus

Races, nations and classes; the psychology of domination and freedom. 213p. (bibl. footnotes) D (Lippincott sociological ser.) [c. '24] Phil., Lippincott \$2

The problems of racial groups discussed by the professor of sociology at Ohio State University.

Milne, William James, and Downey, Walter F.

Milne-Downey standard algebra. 552p. diags. S [c. '11, '24] N. Y., Amer. Bk. Co. \$1.40

Morecroft, John Harold, and Hehre, Frederick W.

Electric circuits and machinery, v. 2: Alternating currents. 450p. diags. O ['24] N. Y., Wiley \$4

Napoleon; being three brief essays on "the man of destiny" by Charles Phillips, Robert G. Ingersoll and Hudson Maxim, with an introd. by Eugene V. Brewster. no p. O '24 c. Brooklyn, N. Y., Brewster Publications pap. \$1

Newfang, Oscar

The road to world peace; a federation of nations. 398p. O '24 c. N. Y., Putnam \$2.50
A plan for developing the League of Nations into a federation to insure world peace.

Nichols, Rose Standish

Spanish and Portuguese gardens. 335p. (2n. bibl.) il. O '24 c. Bost., Houghton \$10

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Nothstein, Rev. Ira Oliver, ed.

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Pater, Walter

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(Belles-lettres ser.) [c. '24] N. Y., Heath 88c.

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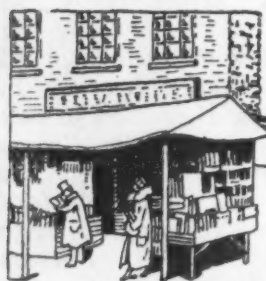
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Old and Rare Books

Edited by Frederick M. Hopkins



THE new edition of Sir Richard Burton's "Kasidah," with wood engravings by Wilfred Jones, and distinctive typography and decorations, published by Alfred A. Knopf, is a current reprint that should not be overlooked by the lover of fine printing.

EMORY HALLOWAY'S new inclusive edition of Walt Whitman's "Leaves of Grass" is a volume that Whitman collectors will want in its first issue. It is an admirable piece of editing and gives a full and final text in a handsome volume.

THE American Art Galleries will begin the New Year with the sale of the library of K. D. Ellsworth, January 5 and 6. This library contains a number of fine sets of standard authors, modern first editions, early printed works, handsomely bound volumes, books with foreedge paintings, Napoleoniana, works of art, colored aquatint views, costume and other colored plate books.

AMERICANA, selections, from the libraries of the Hon. Franklin Roosevelt, formerly Assistant Secretary of the Navy, and John Brenton Copp of Mystic, Conn., with additions, will be sold at the Anderson Galleries January 9. These selections comprise early American imprints, interesting and unusual naval pieces, early voyages, early newspapers, and books

and pamphlets relating to the North American Indians, lotteries, the Revolutionary War and the War of 1812.

THE Oxford University Press, by order of the trustees of the British Museum, have published a monograph on "The Lindisfarne Gospels" with three plates in color and thirty-six in monochroms. The British Museum is justly proud of this, its noblest example of mediæval illumination, five centuries older than Magna Charta. Some of the decorations are still unfinished, its completion perhaps arrested by the death of the artist. The story of this beautiful manuscript, now more than twelve centuries old, makes a very interesting chapter of bibliographical history.

LAWN BANK, the house occupied by John Keats in Hempstead, is finally a public possession. The Hempstead Borough Council have decided to take it over as a Keats memorial and open it three days each week for public inspection. Prints which were on the walls when Keats resided there will be on view, together with other prints and objects connected with the poet, and it is hoped in the course of time that the valuable Dilke collection of Keats manuscripts and other relics will be on exhibition there.

ON the occasion of the fiftieth anniversary of the ordination to priesthood of Cardinal Gasquet it is announced that,

unknown to the outer world, Cardinal Gasquet in the last few years virtually reorganized the Vatican library and archives. The work is expected to be completed two years hence, when 16,000 volumes and parchments will be ready for students of research. There now exists a complete official record of events from the ninth to the fifteenth century. In the library itself wonderful codexes of volumes hitherto disregarded are now being searched in hope that new light will be thrown on the problems which have vexed ecclesiastical scholars.

THE discovery and publication in France of the lost papers of Conrad-Alexandre Gerard de Rayneval, containing first hand reports of the American Revolution will be of immense importance to American historians. Gerard was the first plenipotentiary sent by France to the American Colonies struggling for their independence. From the spring of 1778 until the autumn of 1779, he was in close touch with the Congress returned to Philadelphia after the evacuation by the British, and was possibly nearer Washington in the field. He put into execution the treaties of commerce and alliance just negotiated by Franklin at Paris. These eventful months are now covered with an authentic record from the standpoint of a friendly observer that is sure to possess a fascinating interest to the historical student.

FROM the beginning of the publication of the Tudor Translations, this series has been popular with discriminating book lovers and collectors. Many of the titles were quickly exhausted and have since brought a handsome premium at auction. Under the editorship of Charles Whibley, who was associated with W. E. Henley in devising the series of Tudor translations, which Henley undertook thirty years ago, Alfred A. Knopf is publishing a second series. The first volume, "The Conspiracie of Catiline," by Sallust, translated by Thomas Heywood, 1608, has just been published with an introduction by Mr. Whibley. The next volume will be "The Rogue, or the Life of Guzman de Alfarache," by Matheo Aleman, with an introduction by James Fitzmaurice-Kelly.

The new series will be uniform in appearance with the first series.

Auction Calendar

Friday afternoon, January 9th, at 2:30. Americana selections from the libraries of the Hon. Franklin D. Roosevelt, former assistant secretary of the Navy, and John Brenton Copp, Mystic, Conn. (Items 338.) The Anderson Galleries, 489 Park Ave., New York City.

Wednesday and Thursday afternoons, January 14th and 15th, at 2:30. The collection of rare American autographs formed by the late Edwin Barrows, Providence, R. I. (Part 1; Items 498.) The Anderson Galleries, 489 Park Ave., New York City.

Monday, Tuesday and Wednesday evenings, January 19th, 20th and 21st, at 8:15. Unusual and important Americana from estates and collectors. (Items 783.) The Anderson Galleries, 489 Park Ave., New York City.

Catalogs Received

Autographen. (No. 545; Items 992.) Karl W. Hiersemann, Königstrasse 29, Leipzig, Germany.

American historical autographs. (No. 116, Part 2; Items 706.) George D. Smith, 8 East 45th St., New York City.

Americana, first editions, travel, town and county histories, etc. (No. 5; Items 1425.) Woodworth's, 1311 East 57th St., Chicago, Ill.

Biography, travel, essays and belles lettres. (No. 6.) Woodworth's Book Store, 1311 East 57th St., Chicago, Ill.

Books, chiefly in modern English literature, including autograph letters of Robert Louis Stevenson. (No. 8; Items 789.) Edgar H. Wells & Co., 41a East 47th St., New York City.

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Mid-Winter Book Index 1925

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by Author, Title and Series

Spring Announcement Index in Issue of March 7

- Abbé, Constantin, L'. Halévy. Ed. by M. Smith. C. E. Merrill
Abbott, Wilbur C. The new barbarians. \$2.50 Little, B.
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- White, W. Dustin. Book of winter sports.
Houghton M.
- Whitelaw, J., Jr. Surveying as practiced by
civil engineers and surveyors. il. \$6
Van Nostrand
- Whitnall, H. W. Dawn of mankind. \$3
Badger
- Who was who in the Bible. Allen, F.
Putnam
- Wiggam, Albert Edward. The fruit of the
family tree. \$3 Bobbs-M.
- Wild marriage. Lehman, B. H. Harper
- Will of God, The. Naylor, C. W.
Gospel Trumpet
- Wilm, E. C., ed. Immanuel Kant, 1724-1924.
\$2 (?) Yale
- Willard, Margaret. Letters on the American
Revolution. Houghton M.
Penn
- Williams, Ben Ames. The rational hind. \$2
Dutton
- Williams, C. H. England under the early
Tudors. Longmans
- Williams, Judith Blow. A guide to the
printed materials for English social and
economic history. 1750-1850. Columbia Univ. Pr.
- Williams, Sidney. The body in the blue
room. (Popular copyrights) 75 c. Grosset
- Williams, Sidney. The red triangle. \$2
Penn
- Williams, Valentine. The red mass.
Houghton M.
- Williamson, Alice M. Secret gold. \$2
Doubleday
- Williston, S. W. Osteology of the reptiles.
Harvard
- Willow Creek. Reynolds, K. 75 c. Grosset
- Wilson, David Alec. Carlyle to the French
Revolution. il. \$6 Dutton
- Wilson, Edmund. The crime in the Whist-
ler room. Provincetown plays) \$1.50
Liveright
- Wilson, P. E. The outdoor sales force. \$1
I. Pitman
- Wilson's (President) state papers and ad-
dresses. 2 v. \$3 Doran
- Wilstach, Paul. Along the Pyrenees. \$5 (?)
Bobbs-M.
- Winfield, P. H. Chief sources of English
legal history. Harvard
- Winning game, The. Dejeans, E. \$2
Doubleday
- Winter sports, Book of. White, W. D.
Houghton M.
- Winters, Laurence M. Animal breeding. il.
Wiley
- Wirgman, A. Theodore, and Mayo, Cuthbert
Edward. The collegiate church and parish
of S. Mary, Port Eliabeth. Longmans
- With pen and brush and chisel. Fuchs, E.
Putnam
- With shotgun and rifle in North American
game fields. Robinson, B. W. \$3.50
Appleton
- With this ring. Lea, F. H. \$1.75 Dodd, M.
- Wodehouse, P. G. Bill the conqueror. \$2
Doran
- Wolves and the lamb, The. Fletcher, J. S.
\$2 Knopf
- Woman I am, The. Lee, A. \$2 Seltzer
- Woman of fifty, A. Dorr, R. C. \$2.50
Funk & W.
- Wonder child, The. Jinarajadasa, C. \$1.60
Theosophical
- Wonders of electricity. McDougall, A. T.
75 c. I. Pitman
- Wood, E. A guide to theosophy. 75 c.
Theosophical
- Woollen yarn production. Lawson, T. \$1
I. Pitman
- Woolf, M. S. Principles of surgery for
nurses. Saunders
- Word and the work, The. Studdert-Ken-
nedy, G. A. Longmans
- Wordsworth, William. Selected poems with
Arnolds' essay on Wordsworth. Hall, H.
J., ed. (Lake library) \$1 Scott, Foresman
- Workshop gauges and measuring appliances.
Burn, L. \$1.50 I. Pitman
- World's classics. ea. 80 c. Oxford
- New title: Aksakoff, S. A Russian
schoolboy.—Mill, J. S. Autobiography.
- Wren, Percival C. Beau geste. \$2 Stokes
- Wren, Percival C. The wages of virtue.
(Popular copyrights) 75 c. Grosset
- Wright, A. M. R. The dramatic life of
Abraham Lincoln. (Popular copyrights)
75 c. Grosset
- Yale course of home study based on The
chronicles of America. Gabriel, R. H., and
Darling, A. B. \$1.50 Yale
- Yankee sonata, The. Pascal, E. \$2
Brentano
- Ye shall know the truth. Jenkins, Mrs. S.
E. \$2 Badger
- Year of prophesying, A. Wells, H. G. \$2
Macmillan
- Young, Stark. The saint. (Provincetown
plays) \$1.50 Liveright
- Youth rides west. Irwin, W. \$2 Knopf
- Zangwill, I. Too much money. \$1.50
Macmillan
- Zerbe, Stella M., ed. A birthday book for
boys and girls. 75c.; \$1.50; \$2 Laird & L.
- Zola, Emile. Germinal. (Borzoi classics) \$4
Knopf
- Zola, Emile. New ltd. ed. 6 v. Nana.—La
terre.—La Curée.—L'Assomoir.—Piping hot.
—Germinal. \$24 Liveright
- Zola, Emile. Vizetelly ed. 6 additional v.
ea. \$2 A. & C. Boni

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Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. To insure prompt replies each title should begin on a separate line. Grouped titles in a solid paragraph, excepting those by one author, not allowed. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit.

While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

BOOKS WANTED

William Abbott, Tarrytown, N. Y.

Oliver Twist, N. Y., 1839.

D. A. R. Directory, later than 1911.

The Acorn, Portsmouth, N. H.

Cabot's Emerson, 2 vols.

Adair's Bk. Store, 243 Hennepin Ave., Minneapolis

Works of Lincoln, vol. 5, Nicolay and Hay.

International Encyclop., 2nd ed., vols. 1 & 2.

Amateurs' Bk. Supply House, 1096 P. O. Box, Chicago

Outline of Logic, Bode.

Introduction to Philosophy, Fullerton.

Psychology of Peoples, Lebon.

Elements in Psychology, Baldwin.

The World's Great Classics, set, cheap.

America-South-of-U.S., 44 W. 47th St., New York

Always in the market for books, pamphlets, maps, prints relating to South and Central America, Mexico and the West Indies.

American Lib. Service, 500 Fifth Ave., New York

Brown, Wieland.

Dimmock, Book of the Tarpon.

Krammer, Castle of Dawn; Hearts and the Cross.

Talbot, Railroad Transition Spiral.

Send for new bulletin of books wanted.

D. Appleton & Co., 35 W. 32nd St., New York

Fidelity, Susan Glaspell.

A. S. Arnold, Metuchen, N. J.

Books on Ancient Egypt, Hieroglyphs, Arts, etc.

Associated Students Store, Berkeley, Calif.

Atkinson, Studies of American Fungi-Mushrooms.

Holt, 1903.

Lockwood, Colonial Furniture, old ed. in 1 vol., Scribner.

Bailey's Bk. Store, Vanderbilt Sq., Syracuse, N. Y.

Royal Castles of England, Shelly, pub. L. C. Page Co.

Wm. Ballantyne & Sons, 1409 F St., N.W., Wash., D. C.

Anthony Hope Hawkins, Dolly Dialogues.

J. B. Barnhill, Canton, Pa.

Life O'Connell.

National Fraternal Congress Convention Report,

1924.

Senescence, Stanley Hall.

Flurscheim's Clue Economic Labyrinth.

Dealers (U. S. & English), send catalogues.

N. J. Bartlett & Co., 37 Cornhill, Boston

Memoirs of John Lord Hervey.

C. P. Bensinger Cable Code Book Co., 19 Whitehall St., New York

Schofield's General Telegraph A B C 5th Improved.

Peterson Banking, Sampler's Code.

Western Union, Lieber 5-Letter Codes.

Any American-Foreign Language Code.

F. J. Brahm, care Benziger Bros., 36 Barclay St., New York

The People of Our Parish, Lelia Hardin Bugg, Boston, 1900.

F. Bianco, 18 West 8th St., New York

Whibley, Studies in Frankness.

Maturin, Melmoth the Wanderer, any ed.

Frederic Mistral, New York, 1901.

Stendhal, On Love, London, 1915.

Cancionero de Obras de Burla, Madrid, n. d.

Gertrude Stein, Three Lives, 1909; Portrait of Mabel Dodge.

Anderson, Winesburg, 1919.

Nuggets and Dust, London, 1872.

The Fiend's Delight, London, 1873.

Cather, April Twilight, Boston, 1903.

Huneker, Mezzotints in Modern Music, New York, 1899.

Velveteen Rabbit, London, 1922.

Treasury of Irish Poetry, London, 1900.

Rolland, Jean Christophe, in English.

Arthur F. Bird, 22 Bedford St., Strand, London, W.C.2, England

Bannon's Linseed Oil and Varnish Manufacture.

BOOKS WANTED—Continued

W. P. Blessing Co., 208 S. Wabash Ave., Chicago
All or any part of various nos. of a religious periodical called *The Kingdom*.
Teachings of Jesus, Wendt.

The Book Shop, 219 N. 2nd St., Harrisburg, Pa.
Little Masterpieces of Poetry, 6 vols., Van Dyke.
Break with Rome, Introduction, Bishop Darlington.

Chas. L. Bowman & Co., 118 E. 25th St., N. Y.
Frank Harris, My Life and Loves.
Connor, The Foreigner.
First vol. St. Hubert Guild, ed. Voltaire.
Wilder, Color in My Garden.
McClure, Pearls from Many Seas.

Box 517, Lancaster, Pa.

Old books on Botanic Medicine.

Brentano's, 218 S. Wabash Ave., Chicago
Love Affairs of Virginia Gentlemen, Robbins.
Origin and Nature of Emotions, Criles.
The Goose Girl, Perkins.
Short History of Great War, Pollard.
Pilgrimage to Asola, pub. Bowron.
Story of an American Town, Williams.
Physical Optics, Wood.
Courting and Farming, Smith.
History of Ancient Vinland, Torfason trans., Herbermann, N. Y., 1891.
Secrets of the Salmon, Hewitt.
Knowltons of England and America, Stocking.
Babette, Berkeley Smith.
Indiscreet Letter, Abbott.
Rabelais, Dore illus.
Vanity Fair, vols. 1 and 2, Smith, Elder, 1867.
Kipling, Verses, vol. 11, Outward B. ed.
Cordelia Blossom, Chester.
World's Best Poetry, 10 vols., pub. Morris.
Egypt to Japan, Field.
Cadet Days, King.
History of Hatfield, Mass., Judd.
Early Bar of Ills. containing sketch of Guy Scott, Aledo, Ill.
Foil & Sabre, Rondella.
Romany of the Snows; Pierre and His People, Parker.
Culture of Joy.
Integral Calculus, Byerly.
Men and Manners of Old Florence, Biogi.
Pediatrics, 5th ed. of 1906, Rotch.
Overhead Transmission Lines, Kapper.
Civil Gov't of Ills., Crawford.
Memoirs of Frank Gunsalaus.
Reminiscences of Great Sepoy Mutiny, Mitchell.
The Killer, White.
Fruit of the Desert, Barry.
American Churches, vol. 2.
Marryatt's Works, set.
Robt. Coe, Puritan.

Brentano's, 5th Ave. and 27th St., New York
Castiglione, Book of the Courtier, Vellum, Scribner ed.
Hubbell, Walter, History of the Hubbell Family.
A Passage to India, 1st English ed.
Martin, Stories of Paris.
Ranke, History of the Popes.
Monet and the French Impressionists.
Life of Rachel.
Raemaker's Cartoons, London ed., signed.
Campaigning with Crook.
Smith, Julie P., Novels, G. W. Dillingham, pub.
Park, Benjamin, Any books by.

Brick Row Bk. Shop, 19 E. 47th St., New York
Bibliophile Society Horace.
Traherne, Poems, any ed.
Foster, Arabian Nights.
Kirk, E., Influence of Zodiac.
Bateman, Book of Drawings, Vol. 1 only.
Don Quixote, Gibbings, 1805, 4 vols., original bind.
Whistler, Gentle Art, Ford's ed.
Bunbury, Haunch of Venison.
Dickens, Oliver Twist, Wm. Colyer, 1839.
Tissot Bible.

Brick Row Bk. Shop, 19 E. 47th St., New York
American Statesman, 32 vols.
Burns, Edinburgh ed., 6 vols., Gebbie, 1895.
Eliot, Works, 24 vols., Blackwood.
Emerson, Autograph Centenary ed., 12 vols., Cambridge, 1903-4.
Hearn, Authorized ed., 16 vols., Boston, 1922.
Lincoln, Nicolay and Hay, 10 vols., 1st ed.
Scott, Edinburgh ed., 48 vols.
Shelley, Poetry, 4 vols., Forman, 1st ed., ltd. to 100, 1872.
Thackeray, Centenary Biographical ed., 26 vols.

Bridgman & Lyman, 108 Main, Northampton, Mass.
Roman Sculpture, Eugenia Strong.

Morris H. Briggs, 5113 Kimbark Ave., Chicago
Armstrong, Perry, Sauks and Blackhawk War.
Ballew, Life of, Texas item.
Brackenridge, H. M. or H. H., Anything.
Chicago Directories, any before 1869.
Dartmouth College, early material.
Coffin, Capt. Geo. A. Pioneer Voyage.
Hildreth, Pioneer History, 1848.
Lee, Three Years Among Comanches.
McClellan, Gen. Geo., any about.
Moore, Lyrics of Loyalty.
Northwest Territory, any about.
Photographs or prints of American theatrical people before 1870. Books, pamphlets or broadsides on American theatre; also old playbills; old circus also.
Photographs of noted historical characters and scenes, American.
Swinton, Army of the Potomac; Decisive Battles of the War.
Simms, War Poetry of the South.
Texas and Spanish Southwest, any.
Timberlake, Hy, Memoirs, 1765.
Early material Illinois, Middle West, and Chicago; especially pamphlets.
Asbury, Francis and John Wesley, A. L. S.
Becke, Wild Life in South Seas, Naval Pioneers Australia, 1st American.
Conrad, Stevenson, Kipling, 1st American and all pamphlet eds.
Field, Eugene, all 1st eds.
McFee, Wm., Early English 1sts.
Stockton, Frank, All 1st eds.
First eds. Cabell, Harte, Machen, Morley, Lanier, Bierce, Millay, Saltus, Twain, Firbank, Haggard, H. G. Wells.
Hearn, Lafcadio, 1st eds. and books or pamphlets about him.
Roosevelt, Theodore. Square Deal, 1906, African and European Addresses, 1910, Americanism and Preparedness, 1917.
Smalley, E. V., The Great Northwest, 1886 and 1888.
Wilson, Woodrow, Geo. Washington, 1st., London; Old Master and Other Essays; Constitutional Government; Hist. of U. S., signed eds.
Bonham, Jeriah, Fifty Years Recollections.
Comstock, Hy, Hast Recollections; etc.
Hubbard, Little Journeys, Lincoln.
Hitchcock, Caroline, Nancy Hanks.
Leland, C. G., Life of Lincoln; also Lamon, Herndon & Weik and Whitney on Lincoln.
Lea & Hutchinson, Ancestry of Lincoln.
Bates, Finis L., Escape and Suicide of Booth.
Vail, I. N., Earth's Annular System.
Anything on curious or famous wills.
Any plays, poems or novels based on old testament subjects or dealing with Jews.
Autograph material, pamphlets, anything of note by or about Lincoln, Roosevelt and Woodrow Wilson.
Any middle or far Western Americana, especially of a pamphlet nature.

Cadmus Bk. Shop, 312 W. 34th St., New York
Hodges Family, 1896.
Martin, Maximilian in Mexico.

Campion & Co., 126 S. 16th St., Philadelphia
History of Francis Cludde by Stanley Weyman.
Campion's Bk. Store 119 Summit St., Toledo, Ohio
The New Freedom, Wilson.
Life of Mary Sommerville, by an Eng. Scientist?

BOOKS WANTED—Continued

Campion's—Continued

Ezra Kendall Books, all.
Old Books on Taxidermy, any.
Gans Treatise on Sugar Beet, Dayton, 1838.
Artemus Ward, His Works.
Freedom Triumphant, Chas. W. Coffin.
Handbooks on Toilet, Medicines, etc., A. J. Cooley.
McClures Magazine, March, 1921.

Hoyt Case, 136 E. 60th St., New York

Wanted at all times, but only in fine condition, first editions of the following: Beerbohm, Zuleika Dobson, Works, More, Yet Again. Cabell, Eagle's Shadow, Rivet in Grandfather's Neck. Conrad, Children of the Sea, American Typhoon. Galsworthy, All Sinjohn items. Hawthorn, The Scarlet Letter. Poe, All items. Stephens, Insurrections, The Crock of Gold. Twain, What is Man, The Jumping Frog. Wharton, Ethan Frome.

C. N. Caspar Co., 454 E. Water St., Milwaukee, Wis.

Bean, How to Persuade and Convince.
Stevenson, Works, Pentland ed.
Complete Practical Distiller.
DeKock, Works, St. Gervais ed., Vols. 7, 40, 44-50.
Robin, Chasing the Iron Horse.

Celebrated Authors Society, 723 7th Ave., New York

Laura Jean Libbey and Maurice LeBlanc Stories.

George M. Chandler, 75 E. Van Buren St., Chicago

Coolidge, President, Autograph letter.
Harding, President, Autograph letter.
Irwin, Sign of the Dollar.
Peck, Alabama Sketches.
Powell, Explorations of the Colorado.
Weeks, Goodridge Genealogy.

W. G. Chapman, 118 N. La Salle St., Chicago

MacGrath, Voice in the Fog.
Jordan, Lovers Knots.
Jordan, Wings of Youth.

City Hall Bk. Shop, 16 N. 12th Blvd., St. Louis, Mo.

Anything by R. Peter Kropotkin.
A Man Remade, or out of Deriliums Wonderland.

A. H. Clark Co., 4027 Prospect Ave., Cleveland, O.

McCoy, Sketches of Cattle Trade.
Elliott (Chas.), Landscape Architect, Life of.
Davie and Dawber, Old Cottages and Farm Houses in Kent and Sussex.
Shakespeare (Wm.) Works, by Clark and Wright, 15 copies.
Judd, Reading, Its Nature and Development.
Bobbitt, Curriculum Making in Los Angeles.
Gray, Studies of Elem. School, etc.
Gray, Types of Reading Ability.
Counts, Arithmetic Tests.
Supplementary Educ. Monographs, Vol. 2, no. 4, July, 1918; no. 20, 1922; no. 1, 1917; Vol. 1, no. 5, 1917; Vol. 1, no. 4, 1917.
Moravians, Missions of, anything relating thereto.
Periodical Accts. relating to Missions of Church of U. B. Established among Heathens, Vols. 3-5.
Grigsby, Hist. of Va., Federal Convention of 1788.
Herrick and Ingalls, How to Finance Farmer, Private Enterprise, etc.
Amer. Educ. Jl., Vols. 26, 27, 30.
Templeton, Essentials in Prison Liby. Service.
Gould, Grandma.
Stockton, Stories of the Spanish Main.
Bean Bag, Vol. 6, no. 1, June, 1923.

John Clark Co., 1783 E. 11th St., Cleveland, Ohio

Bell, The Heart of a Rose
Roosevelt, Presentation copies of any of his books; original manuscripts, autograph letters, etc.
Braun, Margaret Fuller and Goethe.
Ervine, Four Irish Plays, 1916.
Green, Short History of the American People, Vol. 1, pub. by American Book Co.
Hotchkiss and Franken, Newspaper Reading Habits of College Students.
Isham, History of American Painting, 1915.
Kittredge, Geo. L., Anniversary Papers by Colleagues and Pupils, 1913.

John Clark Co.—Continued

Pactow, The Arts Course in Mediaeval Universities, pub. by University of Illinois, 1910.
Patrick, Sappho and the Island of Lesbos.
Porter and Clarke, Playing Shakespeare's Plays in Shakespeare's Way.
Rhees, Life of Paul.
Seton-Watson, The Southern Slav Question, 1912.
Taft, History of American Sculpture, 1917.
Williamson, Foundation and Growth of the British Empire, 1916.

Cleveland Public Lib., 1375 Euclid Ave., Cleveland

Adams, S. H., Flying Death.
Addison, J., Spectator, 4 vols., Everyman's library.
Ainger, A., Lectures and Essays, 2 vols.
Gummere, A. M., Quaker costumes, A study in costumes.
Lydston, G. F., Diseases of Society.
Maupassant, G. de, Works, 17 vols., Salon ed.
Mills, W. C., Certain Mounds and Village Sites in Ohio, vols. 1 & 3.
World Book, ed. by O'Shea & Others, 10 vols.

Cole Bk. & Art Co., 123 Whitehall St., Atlanta, Ga.

Mrs. Hills New Cook Book, pub. Dillingham, 1898.

Colesworthys Book Store, 66 Cornhill, Boston

Seamanship, Nares, London, 1852.
Minstrelsy of the Scottish Border, Scott.
Major Tactics of Chess, Young.
Sante Fe Trail, Col. Thompson.
Lives and Works of the Civil and Military Engineers of America, Stewart.
The Cardinal's Snuff Box.
Sam Lovells Camp, Rowland E. Robinson.
The Magic Staff, Autobiography, A. J. Davis.
Rymes and Jingles, Mary Mapes Dodge.
Book of Curious Facts, Compiled, Don Lemon.

Columbia University, Library, New York

Radcliffe, Mrs., Mysteries of Udolpho, Dutton.
Cynewulf, Poems, ed. by Kennedy, Dutton, 1910.
Hawthorne, Scarlet letter, Ev. reinf. ed., Dutton.
Woodberry, Great Writers, Doubleday, Page.

Irving S. Colwell, 99 Genessee St., Auburn, N. Y.

Materlincks Inner Beauty.
Marion Harlands Cook Book, last ed.

Cornell Co-operative Society, Ithaca, N. Y.

Loring, Andrew, The Rhymers Lexicon, pub. Dutton.

Dauber & Pine, 83 4th Ave., New York

Pike, Liturgy, Ancient & Accepted Rite.
Deguide, Spiritualism.
Ouida, Wanda.
Taylor, Bob, Speeches of.
Hill, Life of Stradivarius.
U. S. Geological Professional Paper 71.
Mulford, Swamp Angel.
Lord, Christian Science Healing.
Powell, Christian Science and Its Founder.
English and American Dealers please quote on the following subjects: Fine and Applied Arts; Anthropology; Primitive Religions; Folklore; Philosophy; Theosophy; Occult Sciences. Good eds. of the Classics. Prompt cash for all items ordered.

Dawson's Bookshop, 627 S. Grand Ave., Los Angeles

Bailly, Ancient Astronomy.
Cleland, Essay on the Real Secrets of Freemasonry.
Diary & Letters of Gouverneur Morris, ed. by A. C. Morris.
Douglas, Sir Robert, Jenghis Khan.
Dryden, John, Works of, with life and notes, by Sir Walter Scott, 18 vols., 1808.
Fireside Companion, 1st 8 vols.
Fitch, Clyde, Knighting of the Twins and ten other tales.
Gaultier, Bon, A Book of Ballads, Martin & Aytoun, ed. J. Percy Jones, pseud.
Horn, H. B., Overland Guide from the U. S. Indian Subagency to City of Sacramento, 1852.
Hough, Emerson, The Lady and the Pirate.
Jablonski, Pantheon Egyptiorum.
Jamblicus De Mysteriis.
Jamblicus de Vita Pythagorica.
Kerr, Presbyterianism in the U. S.
Le Gallienne, Richard, Jongleur Strayed.

BOOKS WANTED—Continued

Dawson's—Continued

Macrobius, Works of, on the Ancient Mysteries.
 Mansfield, Richard, Acting Version of Shakespeare's Richard III.
 New York Weekly, 1860-61-62-63.
 Phelps, William D., Fore and Aft, 1871.
 Pike, Albert, Lectures on Symbolism.
 Sanchoniathon's Phenician History trans. by Bishop Cumberland.
 Scottish Rite Emblems 33 Degrees, Edinburgh, 1875.
 Spears, Death Valley Sketches.
 Stellar Theology & Masonic Astronomy, by Robert Hewett Brown.
 Stone, Pathway of Soil.
 Wilson's Vishnu Purana, or System of Hindu Mythology.

Dennen's Bk. Shop, 37 E. Grand River Ave., Detroit
 Henry, American Clock Making, Its Early History & Present Extent of Its Business, 2x24 pages, 1872, Waterbury, Conn.

Detroit Public Library, Detroit, Mich.

Goethe, Wilhelm Meister's Apprenticeship.

DeWitt's Bookstore, 620 14th St., Oakland, Cal.

Selected Works of Fitzgerald Le Gallienne, Sexton & McCarthy, pub. by Clover Press.
 Bigelow, Works of Benjamin Franklin.
 Fisher, Evolution of the Constitution.
 Friedenwold, Declaration of Independence.
 Van Tyne, Loyalists in the American Revolution.
 Grimshaw, Beatrice, any.
 Vancouver's Voyages.
 Ford, Archery, Badmington Liby.
 Harte, Vol. XVIII, Collier, green cloth.
 Judah's Sceptre and Joseph's Birthright.
 Borthwick, Three Years in California.
 New York Marine Register, 1848-1865, any.
 Alice's Adventures in Wonderland, illus. by Roundtree.

Dixie Business Book Shop 140 Greenwich St., N. Y.

Vol. 26, Encyclopaedia Britannica, Handy vol., India paper, blue bdg.
 Practical Acctg. Problems, Moxey.
 Wealth of Nations, Adam Smith, McCulloch ed.
 Analysis of the Phenomena of the Human Mind, James Mills.
 Applied Business Correspondence, Watson.
 Art of Worldly Wisdom, Gracian.
 Bank Deposit Building, Morehouse.
 Banking System of the U. S., Dawes.
 Battle with the Slum, Riis.
 Book of Tracon, Dimock.
 Building Foremans Handbook, Richey.
 Business Cycles, Mitchell.
 Car Builders Encyclopedia.
 Causes of the Great Fall in Prices, Crump.
 Commerce of Nations, Bastable.
 Common Law & Enclosures, Gonner.
 Common Sense in Political Economy, Wilkstead.
 Corporation Accounting & Corporation Law, Rahill.
 Cotton Industry, Hammond.
 C. P. A. Problems & Solutions Classified, Cox.
 Criticism on Karl Marx, Scott.
 Curious & Famous Wills, Harris.
 Accountants Compendium, Dawson.
 Department Store System, Daniels.
 Discussions in Economics & Statistics, Walker.
 Distribution of Wealth, Commons.
 Economic Crises, Jones.
 Economic Position of British Labor, Fawcett.
 Economics of Railway Transportation, Williams.
 Economy of High Wages, Schoenhof.
 Efficient Railway Operation, Haines.
 Encyclopedia Britannica, Vol. 26, Handy Vol. ed., India paper, blue.
 Englands Treasure by Foreign Trade, Mun.
 Export of Capital, Hobson.
 Federal Reserve Bulletins, 1915-1917 inc.
 Fiat Money Inflation in France, White.
 Forecasting Price & Yield of Cotton, Moore.
 Free Trade & English Commerce, Mongredian.
 Fundamental Problems in Monetary Science, Walsh.
 Fundamentals of Transportation, Walden.

Dixie Book Shop—Continued

History of British Commerce, Levi.
 History of Currency, Shaw, 3rd ed.
 History of France, Sismondi.
 History of the New York Sun, O'Brien.
 History of Prices, Tooke.
 How to Invest When Prices are Rising.
 How Money is Made in Security Transactions, Hall.
 Industrial Evolution, Bucher.
 Industrial History of Modern England, Perris.
 Kelly's Directory, 1922 or 1923 ed.
 Law of Real Estate Brokers, Gross.
 Life of Adam Smith, Rae.
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Wisconsin Magazine of History, vol. 4, nos. 1 and 3.

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 Fairy Tales Seaside Library, pocket ed., no. 1314, Munroe, 1888.
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 Wonder Stories Told for Children, ill. V. Pedersen and Stane, Authors ed., N. Y., 1870.
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 Fairy Tales, 1st series adapted for children, Stickney, Classics for Children, Boston, 1886.
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 The Improvisatore, from the Danish by Howitt, ill. Edwards, Choice series, R. Bonners, N. Y., 1891.
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 Stories for the Household, 4°, N. Y., 1893.
 Danish Fairy Tales, with biogr. sketch, Maynards Engl. Classics series 127, N. Y., 1894.
 Fairy Tales, ill. Lehman, Phila., 1894.
 Rome or the Improvisatore from the Danish by M. Howitt, the Popular series 55, Bonners, N. Y., 1894.
 Ein Besuch bei Ch. Dickens im Sommer, 1857, notes by Bernhardt, Selected German Tales, Holt, N. Y., 1895.
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The Post	79,740	79,740
The Daily Tribune	74,842	
The Sunday Herald-Exam.	12,066	
The Sunday Tribune	11,505	
The Daily Herald-Exam.	3,222	
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